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Editorial Contents, Page 3

For Advertisers' Index, 132, 133, 134 and 135

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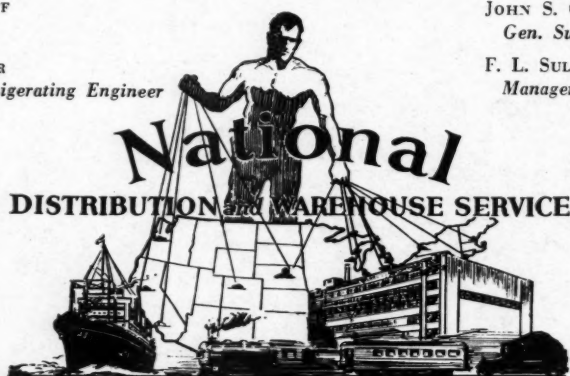
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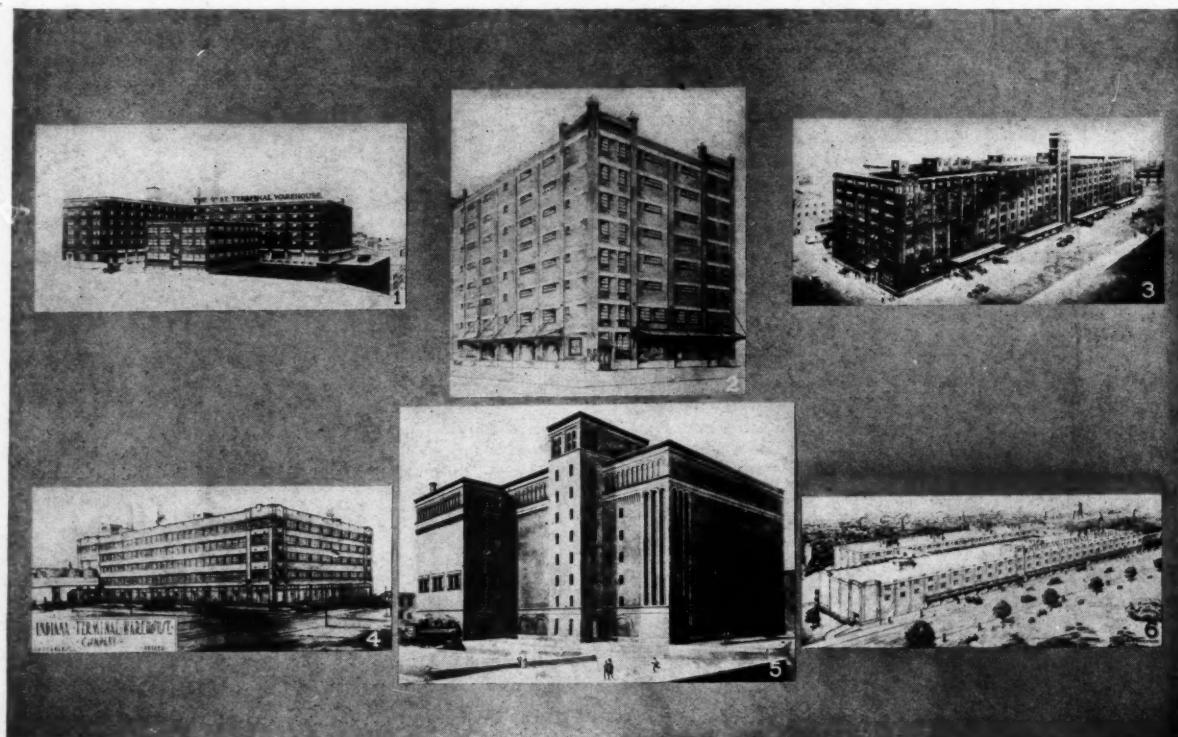
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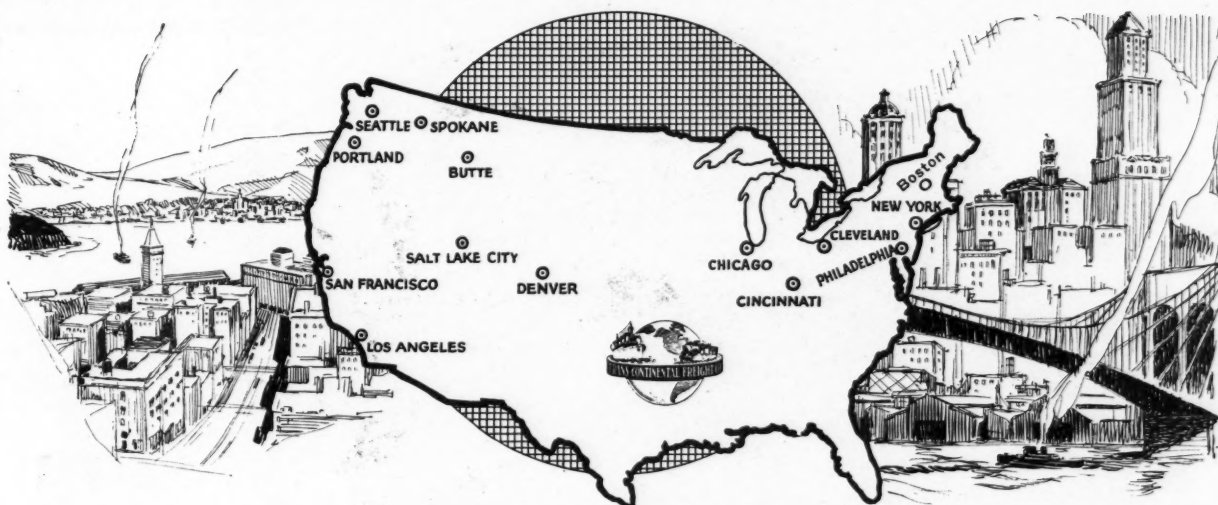
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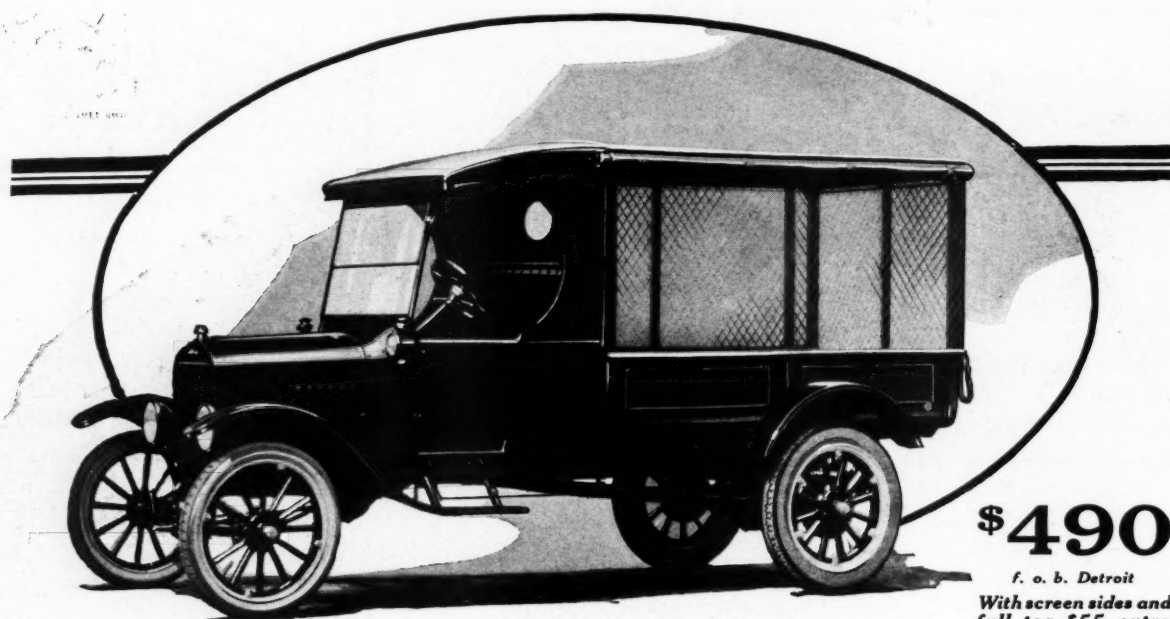
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NEW YORK, JUNE, 1924

No. 6

The Voice of American Business Speaks at Chamber of Commerce Convention

REPRESENTATIVES of American business assembled at Cleveland in May and made known their policies and attitude on national and international conditions of economic, political and social character.

On succeeding pages are set down the high lights of that meeting—the twelfth annual convention of the Chamber of Commerce of the United States, with which are identified many trade associations of which warehousemen and distributors are members.

Features of this story of the activities and plans and desires of the American business world are as follows:

Transportation: A national policy, based on an inquiry during the past year, recommends coordination of railroad, waterway, highway and terminal. One suggestion urges readjustment of relative freight rates. See pages 8 and 9.

Resolutions: The Chamber adopted memorials covering business ethics, various international relations, immigration, agriculture, taxation, insurance, industrial mobilization, postal affairs, aeronautics, highways and other situations. See pages 10, 11, 12 and 13.

Trade Associations: Their importance in business was emphasized by Secretary of Commerce Hoover. See page 9. Their opportunity and responsibilities were outlined by George T. Buckingham, a Chicago attorney. See page 36.

Shippers' Regional Advisory Boards: An explanation of the purposes and scope of these cooperative agencies for shippers and carriers was given by H. G. Taylor, president of the National Association of Railway and Utility Commissioners. See page 15.

Certification of Automobile Titles: Twelve States have enacted legislation designed to reduce thefts of motor vehicles. See page 16.

Business Conditions Generally: The address by the Chamber's president, Julius H. Barnes, includes criticism of Congress. See page 19.

Big Business speaks when the national Chamber of Commerce convenes. Those who listen learn.

A National Transportation Policy Is Essential to Meet World Competition

*Coordination of Railroad, Waterway, Highway and Terminal
Is Outlined by Chamber of Commerce — Story of Country's
Business Convention at Cleveland*

By KENT B. STILES

BUSINESS America has made known its transportation needs. Representatives of the country's civic and trade organizations, including the three major associations in the public warehouse industry, have outlined a national transportation policy embracing in its scope the railroad, the waterway, the highway and the terminal.

This declaration of policy, now set down in anticipation of the time when Business America will require every transportation facility in order to place itself in a competitive position with the other markets of the world after the restoration of Europe, was an outstanding feature of the twelfth annual meeting of the Chamber of Commerce of the United States, held in Cleveland on May 6, 7 and 8.

Included in this policy is a clause of particular interest to public storage executives—recommending that instead of any attempt at general reduction of freight rates at this time, the existing administrative agencies study the situation with a view to readjustment of relative freight rates.

This section of Business America's national transportation policy is of special significance to the public warehouse industry for the reason that conceivably such readjustment might result in an increase in the freight rates on less-than-carload traffic of certain commodities, which increase would in turn tend to expand the volume of traffic of goods moved in carload lots, which expansion in turn would tend to build business for the public storage industry.

That line of reasoning, it will be recalled, was made some months ago when the American Warehousemen's

Association filed with the Interstate Commerce Commission a brief pointing out that a larger volume of full carload shipments—consequent upon increased freight rates on less-than-carload traffic—would mean greater revenue for the railroads.

The clause recommending readjustment of relative freight rates was No. VII of a series of fourteen recommendations which comprise the national transportation policy as adopted at Cleveland. Clause No. VII was handled by a sub-committee of the Chamber's Special Committee on Transportation which Julius H. Barnes, the Chamber's president, appointed early in 1923 to consider this and other phases dealing with the railroads, waterways, motor transport, terminals, store-door delivery, etc. The sub-committee included in its personnel a representative of the American Warehousemen's Association—P. L. Gerhardt, vice-president of the Bush Terminal Co., New York.

It transpired at the Transportation Group meeting at the Chamber's Cleveland convention that Clause No. VII was the big "bone of contention" during the investigations by the Special Committee on Transportation. This committee was headed by Harry A. Wheeler, a Chicago banker and a past president of the national Chamber. Business interests in all parts of the country were on the Wheeler committee, which did not include a railroad man.

Of 1917 votes cast, 1686 favored readjustment of relative freight rates. The other 231 votes were in the negative. The 1917 votes represented 618 of the 1002 civic and commercial organizations which comprise the national Chamber.

THE voting, for or against, the fourteen clauses which make up the national transportation policy was accomplished by means of a referendum in advance of the Cleveland meeting, and the announcement of the results was made by Mr. Wheeler at one of the Transportation Group sessions at Cleveland. The policy is set down here in full, together with the results of voting on the fourteen sections:

I. National Transportation Policy. "The committee recommends that the national transportation policy should aim at development and maintenance of an adequate system of rail, water and highway transportation with full cooperative

service of all agencies that will contribute to economy and efficiency."

Votes, 1969 representing 624 organizations. In favor, 1879½. Opposed, 89½.

Transportation Act Upheld

II. The Transportation Act, 1920. "The committee recommends that the important principles of the Transportation Act of 1920 should be continued without change until there has been further experience."

Votes, 1979 representing 627 organizations. In favor, 1857. Opposed, 122.

III. Recapture of Excess Earnings. "The committee recommends that the

principle of recapture of a fair proportion of excess railroad earnings should be maintained in the public interest as essential to the rule of rate making."

Votes, 1935 representing 617 organizations. In favor, 1392½. Opposed, 542½.

IV. Supplementary Legislation to Facilitate Railroad Consolidation. "The committee recommends supplementary legislation in harmony with the general principles of the Transportation Act to facilitate consolidations by voluntary action subject to the approval of the Interstate Commerce Commission."

Votes, 1952 representing 626 organizations. In favor, 1475. Opposed, 477.

V. Joint Use of Terminals. "The committee recommends that the policy of connecting and coordinating terminal facilities, with provisions for joint use prescribed by the Interstate Commerce Commission, be applied as rapidly as practicable."

Votes, 1963 representing 620 organizations. In favor, 1691½. Opposed, 271½.

VI. Railroad Regulation by Administrative Agencies. "The committee recommends that, in place of any attempt to deal with rates and other problems of regulation of common carriers through legislation—necessarily inelastic—such problems be handled by properly constituted Federal and State administrative agencies."

Votes, 1974 representing 624 organizations. In favor, 1906½. Opposed, 67½.

Freight Rate Readjustment

VII. Readjustment of Relative Freight Rate Schedules. "The committee recommends that instead of any attempt at general reduction at the present time the existing administrative agencies, under their established methods and with all possible dispatch consistent with proper study and investigation, proceed with readjustment of relative freight rates."

Votes, 1917 representing 618 organizations. In favor, 1686. Opposed, 231.

VIII. Comprehensive Plan for Waterway Development. "The committee recommends that Congress should direct the Army Engineers to make a comprehensive survey and present a definite plan and schedule of priorities for waterway development."

Votes, 1982 representing 621 organizations. In favor, 1742. Opposed, 240.

IX. Mississippi-Warrior Barge Lines. "The committee recommends that, to determine more fully the possibilities of inland waterway transport under private operation and thus enable the Government the sooner to dispose of the lines, the Secretary of War be given authority

and funds to continue operation of the barge lines on the Mississippi and Warrior Rivers in accordance with good commercial practice."

Votes, 1898, representing 609 organizations. In favor, 1402. Opposed, 496.

X. Development of Waterway Service. "The committee recommends that waterway service, including through rail-and-water routes and rates with suitable divisions of rates between the two types of carrier, be facilitated by public and private agencies wherever economically warranted and in the public interest."

Votes, 1937, representing 616 organizations. In favor, 1742½. Opposed, 194½.

XI. Optional Store-Door Collection and Delivery. "The committee recommends that optional store-door collection and delivery with reasonable and separately itemized trucking charges in the published tariffs be established as rapidly as practicable by agreement between carriers and shippers, beginning at the centers of greatest congestion."

Votes, 1932, representing 611 organizations. In favor, 1454. Opposed, 478.

XII. Motor Transport as an Auxiliary to the Railway Service. "The committee recommends that wherever experience indicates that it will be in the public interest, regulatory bodies should facilitate the utilization of motor transport to replace uneconomical forms of rail service, to relieve yard and terminal congestion and to extend existing steam and electric railway service."

Votes, 1931, representing 618 organizations. In favor, 1608½. Opposed, 322½.

Common Carrier Regulation

XIII. Regulation of Common Carrier Vehicles. "The committee recommends that the rates and services of motor common carriers, both freight and passenger, should be subject to regulation by the State and Federal commissions which have jurisdiction over the operation of

other common carriers having particularly in view insuring to the public adequate, economical and continuous service."

Votes, 1966, representing 620 organizations. In favor, 1765½. Opposed, 200½.

XIV. Maintenance of Highways. "The committee recommends that in addition to bearing an equitable share of the general tax burden, the road users should pay the entire cost of maintenance of improved highways through special taxes levied against them, such special taxes being applied exclusively to that purpose."

Votes, 1720, representing 594 organizations. In favor, 1283½. Opposed, 436½. This clause brought the smallest number of votes from the fewest associations voting on any one section. It transpired at the convention that the meaning of the clause was not clear in the minds of many delegates, but Mr. Wheeler told the Transportation Group that the principle contained in the clause was a sound one and would be clarified and developed in due time.

Cotter Pledges Support

Representatives of warehousing at the Transportation Group meetings included W. Lee Cotter, Mansfield, Ohio, as national councillor for the Central Warehousemen's Club and delegate for the American Warehousemen's Association and representing also the large group of motor transport operators who comprise the Ohio Association of Commercial Haulers. After the results of the voting had been announced Mr. Cotter in a brief talk pledged the cooperation of the public warehouse industry in the Chamber's further efforts to develop the national transportation policy. Similar cooperation was offered on behalf of the National Team and Motor Truck Owners' Association by Joseph X. Galvin, Chicago, president of that organization.

Value of Trade Association Activities Is Emphasized by Secretary Hoover

THE Chamber at its general session adopted a long series of resolutions touching on such subjects as business conduct, international economic restoration, world court, Turkish-American treaty, Japanese-American relations immigration, agricultural conditions, the Supreme Court, the soldiers' bonus, taxation, income tax returns, Federal economy, special insurance taxes, import and export traffic, trade associations, industrial relations, the railroad labor bill, workmen's compensation, industrial mobilization, the postal service, aeronautics, transcontinental highways, certification of automobile titles, etc. All these resolutions are set down in full on pages 10-13.

The Chamber referred to its new board of directors, for "the further consideration which they deserve," resolutions on the following subjects:

Appointment of a highway committee. Appointments to Interstate Commerce Commission.

Atlantic and Mississippi canal.

River and harbor appropriations.

Taxation of marine insurance, with suggestion it be referred for study to the committee of the Insurance Department. Use of leaders in merchandising.

A subject of special interest to warehouse executives was that relating to trade association activities. The resolution which the Chamber adopted appears on page 12, and the address by Col. George T. Buckingham, a Chicago attorney, on "The Opportunity and Responsibility of Trade Associations" is published in full—see page 36. And Secretary of Commerce Hoover touched on this subject in his address when he said:

"We are passing from a period of ex-

treme individualistic action into a period of associational activities.

"Practically our entire American working world is now organized into some form of economic association. We have trade associations and trade institutes embracing particular industries and occupations. We have Chambers of Commerce embracing representatives of different industries and commerce. We have the labor unions representing the different crafts. We have associations embracing all the different professions—law, engineering, medicine, banking, real estate and whatnot. We have farmers' associations, and we have the enormous growth of farmers' cooperatives for actual dealing in commodities. Of indirect kin to this is the great increase in ownership of industries by their employees, and customers, and again we

(Continued on page 13)

Text of Chamber of Commerce Resolutions on National and International Affairs

HERE are set down in full the resolutions adopted by the Chamber of Commerce of the United States at its final general session, on May 8, of its twelfth annual meeting in Cleveland. The first of these memorials is a tribute to the leadership of the national Chamber's president, Julius H. Barnes, expressing appreciation of his logic and courage in the administration of his office. It reads:

"The viewpoint of the Chamber of Commerce of the United States with respect to outstanding problems, as expressed in these resolutions, reflects in large measure the leadership of its president, Julius H. Barnes. His has been the clear thought to determine our proper position on every great question as it has developed. His has been the sound logic and virile expression that waved aside confusion and misrepresentation and forced recognition of the sound principles underlying our stand on vital issues. He has furnished the driving power to win our battles in the cause of justice to business. His has been the poised, serene courage to carry him uncomplainingly on his course indifferent to petty and mendacious criticism and responsive only to the single obligation of discharging fully his duty to this organization, to American business and to the nation.

"Such leadership, invaluable at this time, challenges the expression of our profoundest admiration and gratitude. Therefore, your Resolutions Committee desires herewith to set formally in the record our confidence in the leadership of President Barnes and our resolve to render him at all times the complete, unswerving and instant support of its entire membership."

The other resolutions are as follows:

Principles of Business Conduct

"**T**HE function of business is to provide for the material needs of mankind, and to increase the wealth of the world and the value and happiness of life. In order to perform its function it must offer a sufficient opportunity for gain to compensate individuals who assume its risks, but the motives which lead individuals to engage in business are not to be confused with the function of business itself. When business enterprise is successfully carried on with constant and efficient endeavor to reduce the costs of production and distribution, to improve the quality of its products, and to give fair treatment to customers, capital, management, and labor, it renders public service of the highest value.

"We believe the expression of principles drawn from these fundamental truths will furnish practical guides for the conduct of business as a whole and for each individual enterprise.

"**I. THE FOUNDATION** of business is confidence, which springs from integrity, fair dealing, efficient service, and mutual benefit.

"**II. THE REWARD** of business for service rendered is a fair profit plus a safe reserve, commensurate with risks involved and foresight exercised.

"**III. EQUITABLE CONSIDERATION** is due in business alike to capital, management, employees and the public.

"**IV. KNOWLEDGE**—thorough and specific—and unceasing study of the facts and forces affecting a business enterprise are essential to a lasting individual success and to efficient service to the public.

"**V. PERMANENCY** and continuity of service are basic aims of business, that knowledge gained may be fully utilized, confidence established and efficiency increased.

"**VI. OBLIGATIONS TO ITSELF AND SOCIETY** PROMPT BUSINESS UNCEASINGLY to strive toward continuity of operation, bettering conditions of employment, and increasing the efficiency and opportunities of individual employees.

"**VII. CONTRACTS** and undertakings, written or oral, are to be performed in letter and in spirit. Changed conditions do not justify their cancellation without mutual consent.

"**VIII. REPRESENTATION** of goods and services should be truthfully made and scrupulously fulfilled.

"**IX. WASTE** in any form,—of capital, labor, services, materials, or natural resources,—is intolerable, and constant effort will be made toward its elimination.

"**X. EXCESSES** of every nature,—inflation of credit, over-expansion, over-buying, over-stimulation of sales, which create artificial conditions and produce crises and depressions, are condemned.

"**XI. UNFAIR COMPETITION**, embracing all acts characterized by bad faith, deception, fraud, or oppression, including commercial bribery, is wasteful, despicable, and a public wrong. Business will rely, for its success, on the excellence of its own service.

"**XII. CONTROVERSIES** will, where possible, be adjusted by voluntary agreement or impartial arbitration.

"**XIII. CORPORATE FORMS** do not absolve from or alter the moral obligations of individuals. Responsibilities will be as courageously and conscientiously

discharged by those acting in representative capacities as when acting for themselves.

"**XIV. LAWFUL COOPERATION** among business men and in useful business organizations in support of these principles of business conduct is commended.

"**XV. BUSINESS** should render restrictive legislation unnecessary through so conducting itself as to deserve and inspire public confidence."

International Economic Restoration

"**T**HE annual meeting joins with the recent action of the International Chamber of Commerce in declaring that the plans submitted by the two Committees of Experts to the Reparation Commission on April 9, provide a basis for a permanent settlement of the problem of reparations, and furthermore offer a real prospect of providing practical measures for the removal of obstacles which hitherto have appeared insurmountable. We also agree with the International Chamber of Commerce that the reports of the Experts offer opportunity for immediate action which business men believe so necessary for an improvement in world conditions, and that the plans furthermore open the way for a final and comprehensive agreement in regard to those other problems which are connected with the settlement of reparations.

"We unhesitatingly express ourselves in accord with the underlying sentiments and essential principles which the plans set forth. We also extend assurance that so far as an American business organization may find opportunity for

usefulness in supporting the plans of the Experts, the Chamber of Commerce of the United States will lend its assistance to the full extent of its power.

"We desire also to support cordially the proposal for a general international conference to deal with economic questions and the further limitation of armament when the Experts' plans just accepted by the Reparation Commission have been in operation for such a period that steps for a further conference may be taken with confidence of success."

World Court

"THE Chamber reiterates its position in support of the International Court of Justice and urges the Senate of the United States to signify its consent to the proposal which has been made by the Executive. The Chamber believes that the Court, being permanent, composed of judges dealing with legal controversies, assuring continuity in the further development of international law, is thoroughly sound in principle. The Court is essentially judicial, acts only through trained judges; a country adhering to it incurs no obligation to enforce its decrees and does not even incur any obligations to submit its own controversies except to the extent that it may see fit at the time the controversy arises. The Chamber regards the Court as a going concern of great value in the promotion of orderly international processes, and believes the Court would be of far greater value in these respects if given the moral support of the United States; believes that any effort to scrap the Court and make a new one would, even if successful, work no substantial improvement, and would, as a matter of fact, involve delay and disappointment and the unwarranted withholding of the needed moral support of this country."

Turkish American Treaty

"TO safeguard American commercial, educational, religious and philanthropic interests in Turkey it is essential that our relations with that country be regularized without delay. The Lausanne Treaty has been indorsed by leading representatives of these interests. It secures to us the same rights as all other countries and is such a treaty as would be negotiated with any other sovereign state. While it is not as satisfactory a treaty as might have been secured under other conditions, it is wholly consistent with American principles of the 'open door' and the territorial and political integrity of sovereign states. This Chamber therefore urges the prompt ratification of this treaty."

Japanese-American Relations

"THAT we heartily support the efforts of our President and State Department in cooperation with Congress to deal with exclusion of those ineligible to citizenship on a basis of friendly negotiation. We believe that our agreements and treaty obligations with Japan

should be scrupulously observed, and that proper notice or conference should be had before these should be changed or abrogated. We see no necessity in meeting inevitable problems, of dealing harshly or in a hostile spirit with a nation with whom we are on such a friendly basis and therefore heartily commend present efforts to bring about the most amicable understanding."

Immigration

"IMMIGRATION legislation has received the attention from the Chamber which its great importance warrants. It has been considered at annual meetings and it has been earnestly studied by a committee of the Chamber. In accordance with recommendations of this committee which have been placed before the membership, we believe that the quota provisions of the law should be based upon the census of 1910 and that the present extension of these provisions should be for a period not exceeding five years. At the same time there should be inserted a provision for making the quota flexible, through increase above or decrease below the base figure within stated limits, in order that immigration may more nearly accord with our own conditions. At the same time there should be a means for testing in practice the possibility of selection of immigrants before they sail in accordance with their desirability and the likelihood of their advantage in coming to the United States. For the purpose of advising increases or decreases in quotas and for devising and supervising the test of selective immigration there should be an Immigration Commission. Upon this Commission should also be imposed the task of making studies which will enable it to recommend, at the expiration of the period for extension of the quota law which we propose, the legislation which should then be enacted.

"Present amendments should also reduce the hardships upon immigrants and make administration more effective. Wives or husbands and unmarried minor children of resident citizens should be allowed to enter without being counted in the quota. One-tenth rather than one-fifth of the quota should be admissible in a month. Prospective immigrants should be required to apply to consular officers for immigration certificates, filling out appropriate questionnaires and presenting their files of identification papers. In such ways much can be accomplished to make administration of our law comport with American standards."

Agricultural Conditions

"AGRICULTURE needs no new recognition from other fields of economic activity in the United States. It has had an outstanding place in the development of our country, and today occupies a position in our economic life which in its importance has grown with the extension of other forms of activity and all other branches of American industry and commerce, however remote

from agriculture, have vital interest in the welfare of agriculture.

"Misfortune has come to some forms of agriculture by reason in part of conditions to which all business activity is subject, and in part to the hazards to which agriculture is peculiarly exposed. This situation has demanded the cooperation of business interests and we are gratified that material aid has thus been extended. We pledge the Chamber of Commerce of the United States to support other measures which are calculated to enable branches of agriculture which are distressed to improve their opportunity for the success which each field of American economic activity wishes for all others. To that end means should be found to improve the efficiency of the methods of marketing at the disposal of agriculture, and every other measure founded on the principles which will tend to stability should be provided. Any proposal for buying, selling, manufacturing or other handling of agricultural products by Government agencies, however, whether under the pretense of the exertion of price influences or otherwise, we oppose as contrary to the principles for which the Chamber has stood with respect to other fields of activity and as sure to result disastrously for agriculture itself, and thus bring great detriment to all branches of industry and commerce."

Supreme Court

"WE oppose every attempt toward depriving the United States Court of its function to determine the validity of Congressional action threatening the rights of person or property guaranteed by the Constitution. We condemn the proposal to require more than a majority vote of the Court to declare unconstitutional any Act of Congress."

Soldiers' Bonus

"THE generous care of the disabled veterans is the sacred duty of our Government, but a bonus of any sort for able-bodied veterans removes one of the chief virtues of democracy.

"The national Chamber's continued opposition to the bonus principle is not simply because it will endanger permanent tax reduction but because it undermines the confidence as well as the moral fiber of our people to see great sums levied by taxes on all the citizens to give as a premium to able-bodied young men who served their country in a time of peril.

"The Chamber's position in opposition to a bonus, in cash or other form, has been unmistakably declared through referendum. That position has been accurately and authoritatively stated by our president, Julius H. Barnes, in a letter addressed to the President of the United States."

Taxation

"DURING war, revenues are of such paramount importance that the burdens of taxation have to be borne

regardless of economic consequences. Since 1918, such a period has passed, with taxes levied at rates producing surpluses over the amounts needed, that revision of taxation should now proceed with a view to restoring conditions for economic advancement. For that purpose income taxes should be reduced according to principles which will increase the capital available for productive enterprise and commerce. Constitutional amendment should permit non-discriminatory taxation reciprocally between the Federal Government and the States on income derived from future issues of securities made by public authority. War Excise taxes confined to particular businesses should be repealed.

"Administration of Federal taxes should immediately be improved. To that end a board of tax appeals should be created in the Treasury Department independent of the Bureau of Internal Revenue, and under such conditions of salary and otherwise as will make it possible to obtain the services of men of the highest ability. Duties now imposed upon the Commissioner of Internal Revenue solely for the purpose of policing violation of the prohibition laws should be transferred elsewhere, that the Commissioner's attention may be devoted to administration of taxes. In the staff of the Bureau such conditions of merit, salary and permanency in tenure for competent men should be established as will result in an efficient organization and reduce turnover of responsible employees. Administration should be decentralized as rapidly and as far as possible, with reports to Congress each year upon the progress made. Portions of the staff at Washington should be concentrated in one building. Information should be given to taxpayers respecting all rulings that affect their rights, favorably or adversely. There should be provision for the filing of tentative returns on the present due date, with a right to file final returns within three months.

"Congress should appoint a joint committee with members from each House and representatives of the public, to make a thorough study of Federal taxes, simplification of the law for income taxes, and improvement in administration."

Income Tax Returns

"FAIRNESS to citizens who act in perfect good faith should characterize such legislation as the income tax laws under which all details of business transactions must be disclosed to administrative officials. The returns now filed for the Federal income tax are available as evidence in the event there is allegation before any proper tribunal that there has been violation of the laws levying the tax. Against the proposal made by the Senate, that income tax returns should be made public records, and against other proposals that returns should be available to committees of Congress to publish as they may wish, we protest for the reason that these proposals violate the good faith which

the Government owes to its citizens, to protect them in their private affairs."

Economy in Government

"THE rapidly increasing cost of Government, Federal, State and local, is a heavy burden on business. To the end that the enterprise of the business man and the thrift of the wage earner may be encouraged and not penalized, the United States Chamber of Commerce urges that unnecessary interference with and supervision of business and industry by Federal and State Governments, necessitating large and uneconomic expenditures with no commensurate benefit to the people, should be avoided. The budget system, which has already produced striking benefits as used by the Federal and many State and local Governments, should be adopted by all State and local Governments, in order that the citizen may know in what manner, in what amounts, and for what purposes his taxes are expended. The earnest attention of the local chambers of commerce is called to the enormous increase in State and local expenditures which in the aggregate now exceed those of the Federal Government. There is imperative necessity for economy in all Government activities—Federal, State and local,—in order to preserve and foster the spirit of free business enterprise and thrift."

Special Insurance Taxes

"SPECIAL State taxes now levied on policyholders through insurance companies should not be considered as a source of general revenue but should be reduced to the total in each State which will adequately support such State's departmental supervision, and a uniform principle of taxing the holders of insurance should be adopted throughout the States."

Import and Export Traffic

"WE strongly advocate the indefinite postponement by Congress of the effective date of the application of Section 28 of the Merchant Marine Act of 1920. The announcement of the intention to make this provision immediately effective has created grave problems which are disturbing and hazardous to American producing, manufacturing, and commercial interests."

Trade Associations

"THE Chamber of Commerce of the United States by referendum No. 41 approved the functions of trade associations in proper dissemination of statistics of industry as in the interest both of business and of the public, and not constituting a restraint of trade. The Chamber urges upon the Government departments concerned that all possible steps be taken to secure action eliminating the obstacles or uncertainties which interfere with the most effective

carrying out of this trade association function."

Industrial Relations

"THE Chamber's position taken through referendum in 1920 is in favor of the open shop,—i. e., employment without discrimination against or in favor of men on account of membership in labor organizations. We desire to reaffirm the declaration of 1920, that the right of open shop operation, that is, the right of employer and employee to enter into and determine the conditions of employment relations with each other, is an essential part of the individual right of contract possessed by each of the parties."

Railroad Labor Bill

"THE important principles of the Transportation Act of 1920 should be continued without change until there has been further experience. This is the declaration of the Chamber in a referendum which closed only two days ago. The vote was so overwhelming that it leaves no room for doubt respecting the position of business organizations.

"The labor provisions of the Transportation Act contain important principles for continuation of which the Chamber has so emphatically declared. Abrogation of these provisions and violation of their principles is proposed by a bill which is now pending before the House of Representatives and which is known as the Howell-Barkley bill. This bill would eliminate representation of the public as a party in interest in the determination of controversies between railroads and their employees, threatening interruption of traffic; would do away with the requirement for public investigation of such controversies; would tend to force all railroad employees, regardless of their individual wishes, into particular labor organizations and establish closed-shop conditions on railroads by law; would greatly increase the expense to the public, and would offer no new or effective guarantee to the public against interruption of railroad service by strikes."

Workmen's Compensation

"ALTHOUGH the Chamber has gone on record as disapproving monopolistic State compensation insurance, it records its approval of the principle of workmen's compensation in legislation for industrial accidents."

Industrial Mobilization

"WE indorse the policy of preparing plans in time of peace looking to the mobilization of industry in time of war, and recommend that support and assistance be given to the War Department in carrying out plans now being formulated looking to a more efficient mobilization of industry in the event of war."

Postal Service

"CONDITIONS exist in some post offices which make it desirable that as a temporary measure, Congress should authorize additional compensation for postal employees in these communities. These emergency conditions can be met with an expense very much smaller than is contemplated in various bills pending in Congress and should be met out of the general funds in the Treasury. Any attempt at readjustment of postal rates should await the analysis of studies of costs, for which Congress appropriated \$500,000 and which are nearing completion.

"Efficiency should be the first consideration in the postal service. To promote efficiency it is essential that for the present nation-wide scale of compensation for postal employees there should be substituted compensation based in each locality upon the salaries and wages which prevail there for similar services. Obstacles, such as the system of substitute employment, which prevent the postal service from obtaining satisfactory employees should be removed and provision should be made for suitable and larger compensation for night work than day work, then competent employees may be willing to work when the largest volume of mail is to be handled. In the interest of improving the handling of all classes of mail, parcel post should be separated from other classes and special attention given to obtaining cooperation on the part of shippers for better packing. First class mail should be worked in transit to the maximum degree wherever this will expedite delivery. A proper building program should be

adopted by Congress for the relief of the many post offices which now have insufficient work room for efficient handling of the mails. The business of the postal service is so vast, and its efficient handling is so important to all parts of the public, that there should be in the Post Office Department a permanent planning division, exclusively occupied with development of technical equipment, improved methods, and plans for expansion to meet future demands."

Aeronautics

"THE development of aeronautics in the United States is of growing importance for the transportation of valuable commercial commodities, for business mail, for engineering purposes and scientific investigations, for patrol of forest reserves against the constant menace of fire, and for the national defense. With a view to furthering aeronautic development, we favor the prompt adoption of legislation now pending for the regulation and encouragement of aeronautics, including the creation of a Bureau of Civil Aeronautics in the Department of Commerce, and we ask the enactment of suitable legislation for the permanent establishment of an adequate air mail service between the larger cities of the country."

Transcontinental Highways

"THE completion of transcontinental highways across the intermountain and semi-desert States is being delayed on account of the inability of those States to finance their proportion of that construction on the basis of present Federal appropriation for such highways. The

greater part of those lands are still held in the name of the Federal Government, which leaves an insufficient amount of taxable property for highway bonding purposes. It is, therefore, recommended that Congress consider an amendment to the present Federal laws which will permit the completion of these highways at an early date."

Certification of Automobile Titles

"ALL of the States should adopt the principle of certification and registration of automobile titles as one of the most important and effective means for reducing thefts. This legislation should be uniform and contain adequate provision for enforcement with proper penalties for violations."

National School for Secretaries

"THE National School for Commercial and Trade Organization Executives has for three years successfully demonstrated the value of the training which it offers. Each year, building upon experience, its managers have improved its course of study.

"The delegates to the 12th annual meeting of the Chamber of Commerce of the United States take this occasion to express their gratification at the increasing usefulness of the school and to urge the board of directors of all member organizations to make possible attendance of members of their administrative staffs at the fourth session of the school to be held at Northwestern University, July 14 to 26, 1924."

Value of Trade Association Activities Is Emphasized by Secretary Hoover

(Continued from page 9)

have a tremendous expansion of mutualized insurance and banking.

"Although such associational organizations can trace parentage to the Middle Ages, yet in their present implication they are the birth of the past fifty years. We have, perhaps, 25,000 such associational activities in the economic field. Membership, directly or indirectly, now embraces the vast majority of all the individuals of our country. Action of wide import by such associations has become an important force of late in our political, economic and social life.

"It is true that these associations exist for varied purposes. Some are strong in recognition of public responsibility and large in vision. Some are selfish and narrow. But they all represent a vast ferment of economic striving and change.

"Ever since the factory system was born there has been within it a struggle to attain more stability through collective action. This effort has been sought

to secure more regular production, more regular employment, better wages, the elimination of waste, the maintenance of quality or service, decrease in destructive competition and unfair practices, and oftentimes to assure prices or profits.

"Collective Action"

"The first phase of development on the business side was 'pools' in production and distribution. They were infected with imposition upon the public and their competitors. In some part they were struggles to correct abuse and waste. They were followed by an era of capital consolidation with the same objects, but also to create a situation of unbreakable agreements. Both were against the public interest and the public intervened through the Sherman Act. Yet underneath all these efforts there was a residuum of objects which were in the public interest.

"Associational activities are I believe driving upon a new road where the objectives can be made wholly and vitally

of public interest. The legitimate trade associations and Chambers of Commerce with which I am now primarily concerned possess certain characteristics of social importance and the widest differentiation from pools and trusts. Their membership must be open to all members in the industry or trade, or rival organizations enter the field at once. Therefore, they are not millstones for grinding of competitors as was the essence of the old trade combinations. Their purpose must be the advancement of the whole industry or trade, or they cannot hold together. The total interdependence of all industries and commerce compels them in the long run to go parallel to the general economic good. Their leaders rise in a real democracy without bosses or political manipulation. Citizens cannot run away from their country if they do not like the political management, but members of voluntary associations can resign and the association dies.

"I believe that through these forces we are slowly moving toward some sort of industrial democracy. We are upon its threshold, if these agencies can be directed solely to constructive performance in the public interest.

"All this does contain some dangers, but they will come only from low ethical standards. With these agencies used as the machinery for the cultivation and spread of high standards and the elimination of abuses, I believe that we shall have entered the great era of self-governing industry and business which has been a dream to many thinkers. A self-governing industry can be made to render needless a vast area of Governmental interference and regulation which has grown out of righteous complaint against the abuses during the birth pains of an industrial world.

"Some people have been alarmed lest this associational movement means the destruction of our competitive system, lest it inevitably destroy the primary individualism which is the impulse of our society. This alarm is groundless. Its rightful activities do not destroy equality of opportunity or initiative. In fact they offer new avenues of opportunity for individuals to make progress toward leadership in the community. Anyone of them will die at once if it does not offer equality of opportunity to its members; or if it restricts its membership, rival associations will at once emerge. They are the safeguards of small business and thus prevent the extinction of competition. They are the alternative to capital consolidation. They are not a growth toward socialism—that is, Government in all business—they are in fact a growth directly away from such an idea.

"Right here for the benefit of the gloomy persons who have a frozen belief that every form of associational activity is a conspiracy to fix prices and to restrain trade, to perpetuate tyranny of employer or employee, we may remember that there are some crooks in every line of endeavor. The underlying purposes of the vast majority are constructive. A minority may be violating the Ten Commandments and need the application of criminal standards. I am speaking, however, of something more vital than porch climbing.

"I am, of course, well aware of the

legal difficulties that surround certain types of associational work. I do not believe that the development of standards of conduct or the elimination of abuses in public interest has ever been challenged as a violation of the Sherman Act. Moreover, to establish either a physical or a moral standard directly sharpens competition.

"These associational activities are the promising machinery for much of the necessary determination of ethical standards, for the elimination of useless waste and hardship from the burden of our economic engines. Moreover, we have in them not only the agencies by which standards can be set, but by cooperative action among the associations representing the different stages of production, distribution and use we can secure a degree of enforcement far wider than mere public opinion in a single trade.

"When standards are agreed upon by the associations representing the manufacturer and distributor and by those representing the user, we have a triple force interacting for their enforcement."

Mr. Hoover cited some examples of association activities, notably in the lumber industry, in cooperation with the Department of Commerce, and continued:

New Force in Business World

"I could give you a multitude of examples of the beginnings of constructive self-government in industry among many other associations. The very publication of codes of ethics by many associations instilling service as the primary purpose; the condemnation of specific unfair practices; the insistence upon a higher plane of relationships between employers and employee—all of them are at least indications of improving thought and growing moral perceptions.

"All of this is the strong beginning of a new force in the business world. The individual interest is wrapped up with public interest. They can find expression only through association. Three years of study and intimate contact with associations of economic groups, whether in production, distribution, labor or finance, convince me that there lies within them a great moving impulse toward betterment.

"If these organizations accept as their primary purpose the lifting of standards,

if they will cooperate together for voluntary enforcement of high standards, we shall have proceeded far along the road of the elimination of Government from business. American business is never secure unless it has public confidence behind it. Otherwise it will always be a prey to demagoguery and filled with discouragement.

"The test of our whole economic and social system is its capacity to cure its own abuses. New abuses and new relationships to the public interest will occur as long as we continue to progress. If we are to be wholly dependent upon Government to cure these abuses we shall by this very method have created an enlarged and deadening abuse through the extension of bureaucracy and the clumsy and incapable handling of delicate economic forces. The old law merchant is the basis of much of our common law. A renaissance of a new law merchant could so advance our standards as to solve much of the problem of Government in business.

"American business needs a lifting purpose greater than the struggle of materialism. Nor can it lie in some evanescent, emotional, dramatic crusade. It lies in the higher pitch of economic life, in a finer regard for the rights of others, a stronger devotion to obligations of citizenship that will assure an improved leadership in every community and the nation; it lies in the organization of the forces of our economic life so that they may produce happier individual lives, more secure in employment and comfort, wider in the possibilities of enjoyment of nature, larger in its opportunities of intellectual life. Our people have already shown a higher sense of responsibilities in these things than those of any other country. The ferment of organization for more definite accomplishment of these things in the practical day-to-day progress of business life is alive in our business world.

"The Government can best contribute through stimulation of and cooperation with voluntary forces in our national life; for we thus preserve the foundations upon which we have progressed so far—the initiative of our people. With vision and devotion these voluntary forces can accomplish more for America than any spread of the hand of Government."

Need of Marketing Statistics Emphasized at Session of Domestic Distribution Group

THE one session of the Chamber's Domestic Distribution group produced relatively little of direct connection with public warehousing.

Edward A. Filene, president of William Filene's Sons Co., Boston, in a talk on "Coming Changes in Distribution," advocated the organization of chain department stores to reduce the costs of

distribution and to meet "the growing competition of the ordinary chain stores." Lloyd S. Tenny, assistant chief, Bureau of Agricultural Economics, Department of Agriculture, talked on "Principles and Progress in Cooperative Marketing." Lew Hahn, managing director of the National Retail Dry Goods Association, New York, discussed "Congressional and

Other Federal Activities Affecting Distribution." F. M. Feiker, vice-president of the Society for Electrical Development pointed out "The Need of a Marketing Census."

Mr. Hahn in his talk declared that some of the most effective means for reducing the cost of distribution "and, therefore, reducing the price to con-

sumers" depend on the collection of figures—statistics—"which, however innocent they appear to us, may entail a complaint or even litigation with the distributor as the defendant."

"Of course," he said, "we shall muddle through, as we always have, but we may still be permitted to hope that the people in Washington will allow us to col-

lect for distribution among the people of the United States the merchandise, the food, the clothing, the drugs, the hardware, without impeding unnecessarily the processes by which this service is performed."

Mr. Feiker urged a census of marketing "conceived for the same purposes as the census of manufacturing," declaring

that "at present we have a lopsided picture of our business of making and selling."

He added:

"Government vital statistics form the basis of intelligent understanding of our public health, but the most vital statistics of industry, essential to our business health, are missing."

Scope and Purposes of Shippers' Regional Advisory Boards Is Explained

WITH so many shippers and warehousemen cooperating in the nationwide movement promulgated through the organizing of the Shippers' Regional Advisory Boards recently, the talk by H. G. Taylor, Lincoln, Neb., president of the National Association of Railway and Utility Commissioners, on "Cooperation of Shippers and Carriers," was of peculiar interest to distributors and storage executives.

Addressing one of the Transportation and Communication group sessions, Mr. Taylor outlined the work of the Advisory Boards as follows:

"A young man by the name of Donald D. Conn recently caught a vision of what might be accomplished through cooperative action. For most of his life he had been a traffic representative of shippers. He became manager of the public relations section of the American Railway Association. Soon after assuming his new duties, he conceived the idea of establishing boards of arbitration between the shippers and the railroads. For the past year he has been engaged in setting up these boards. They have been called shippers' regional advisory boards. Territorial boundaries are roughly set so as to incorporate fairly comparable producing and transportation conditions. There are ten or twelve such boards active, functioning at the present time. There is nothing complicated or intricate about their organization. The prime purpose is to bring shipper and railroad men together. The major purposes of the board may be described as follows:

"1. To form a common meeting ground between shippers, local railroads and the carriers as a whole, as represented by the Car Service Division, for the better mutual understanding of local and general transportation requirements, and to analyze transportation needs in each territory, and to assist in anticipating car requirements.

"2. To study production, markets, distribution and trade channels of the commodities local to each district, with a view of effecting improvements in trade practices when related to transportation, and promoting a more even distribution of commodities where practicable.

"3. To promote car and operating efficiency in connection with maximum loading and in the proper handling of cars by shippers and railroads.

4. To secure a proper understanding by the railroads of the transportation needs of shippers, that their regulations may fit shippers' requirements and, contrary, to secure understanding by the shippers and their cooperation in carrying out necessary rules governing car handling and car distribution.

To Promote Cooperation

"5. To acquaint shippers and railroads in each section of the seasonal requirements in their sections, in order to promote intelligent cooperation in the handling of equipment between the different districts.

"6. To adjust informally car difficulties which may arise in each local territory between the carrier and shipper.

"7. To give the shipping public a direct voice in the activities of the Car Service Division on all matters of mutual concern.

"Membership in the boards, which is limited exclusively to shippers, is composed of the representatives of the commodities moving in the territories named. These are represented by committees, the chairmen of which, in most instances, are members of the board. The membership is not exclusive, however, and every effort is made to enlist the fullest cooperation of shippers.

"Thus far the effort has been signally successful. Indeed, the achievement has been little short of amazing. Within a year the warlike attitude of both parties has been transformed. Where the boards have had time to function, hostilities have ceased and the parties are dealing with each other in good temper. The success of the plan has exceeded the expectations of its sponsors. The harmony and good feeling generated has been a remarkable demonstration of the fact that friction and conflict cease when men with a common purpose meet about a table to discuss common problems.

"Much of skepticism and prejudice has had to be overcome. Shippers with long standing grievances against the railroads were somewhat slow in the beginning to accept this movement as sincere. In the frank interchange of information and opinions in the meetings of the boards, however, their suspicions have been disarmed, and in most instances they have become enthusiastic supporters of the plan. Many railroad men have been re-

luctant to indorse the effort. Some saw in it a possible interference with their own prerogatives. Others were afraid that it would prove but another piece of regulatory machinery that would only gum up still further the operation of the roads. Still others resented the suggestions that shippers would be permitted to invade the province of management. Like the shippers, however, they have sat about the council tables, witnessed the reawakened fairness of the shipper, caught a viewpoint of his problems that they never had before and a new conception of their obligations to the public which had never previously dawned upon them. They have become converted into enthusiastic supporters of the idea. The generation of a spirit of harmony and wholehearted cooperation has been at once the inspiring and the heartening feature of these meetings.

"And what has been the concrete result of this movement? The year 1923 stands out conspicuously above all years in American railroad history. Only once before had the railroads loaded 1,000,000 cars in a week. This happened in October, 1920, and when it was accomplished the country was in the throes of one of the worst periods of congestion and paralysis ever experienced. In 1923 there were nineteen weeks in which 1,000,000 cars or more were loaded. The total car-loadings for 1923 equalled 49,800,000. The nearest approach to this traffic was in 1920, when the total loadings were 45,100,000. In other words, the traffic in 1923 represents the peak for American railroads. And this remarkable traffic movement was achieved without any car shortage, without any congestion, and to the complete satisfaction of all shippers. It was an amazing achievement. Following eight or ten consecutive years when congestion and shortage produced a paralysis of transportation, the record of 1923 is little short of marvelous. How was it done?

"In April, 1923 the executives of all the railroads met in New York for the purpose of planning a program for the following year. Many of them felt they were facing disaster. The public mind was aroused over the poor service of the recent past, and the executives realized that with another failure in 1923 further restrictive legislation was inevitable, with Government ownership as a

very probable alternative. They took counsel of desperation. At the conference in New York the executives under the pressure of necessity made plans for cooperative action such as they had never contemplated before. Not only did they set high standards for repair of motive power and freight cars; they agreed to a closer coordination of the national transportation machine. In the succeeding months they put their plan into effect.

How Shippers Helped

"Much of the record referred to is due to this splendid cooperation between the roads themselves. But it would have been far less a success without the magnificent cooperation of the shippers. Through the organization of the regional advisory boards the shipper was given a medium through which he might work directly with the railroads. And it is to his everlasting credit that he availed himself of the opportunity. He heartily joined in the effort to load the cars to capacity, to load and unload them promptly, to route in order to facilitate prompt movement, and in many other ways to assist in the great effort to make the transportation machine function to 100 per cent of its capacity.

"The outstanding accomplishment of 1923 is an unmistakable indication of the value of cooperation. It has pointed the way to still greater achievements in the future. Fortunately the agencies by which this cooperation can be fostered and developed already exist in the regional boards. Not only have they justified their organization from the standpoint of practical operation, but they

hold a promise of much larger service in other directions.

"The marketing and distribution problem of this country has challenged the attention of all citizens. It is being attacked by the regional boards. The railroads touch practically every city and village in the United States. They are the medium through which distribution is effected, and the information and assistance which they can furnish to shippers toward the solution of this problem will be invaluable. A hearty and intelligent cooperation between the two should result in much practical benefit. Already plans to that effect are well matured.

"As the regional boards continue to function and mutual confidence between the parties is well established, other and broader studies of economic problems may reasonably be expected. The essential thing has been demonstrated. There is no inherent conflict of interest between shippers and the railroads. Their problems are common. Friction and hostility have no place in their relations. Informal negotiation eliminates petty selfishness and prejudice.

"During the World War the people of America mounted to high peaks of sacrifice and renunciation. Their efforts were coordinated toward the accomplishment of one great purpose—the winning of the war. The achievements from this patriotic effort challenged admiration. Seemingly impossible things were accomplished. From these snow-capped peaks of service and sacrifice many of us caught a vision of what possibilities lay in the direction of cooperative effort. Many of us fondly hoped that these visions would not fade with the ending

of the war, but that they would be carried as realities into the days of peace. We were convinced that the lesson thus learned in time of war would be used to equal advantage in time of peace.

Emerging from Hysteria

"But the clamor of Armistice Day had hardly subsided before the people of America seemed to return to the ways of selfishness. There was a mad scramble for money-making and money-spending. The old law of 'every man for himself' was re-enacted. Strident voices demanded their 'rights,' and little thought was given to the other fellow. But, gentlemen, I have high hopes. Significant signs indicate that we are emerging from this painful period of hysteria. The inevitable reaction from the era of inflation is restoring some semblance of sanity and common sense. Men are again beginning to think of the general welfare. The unscrupulous politician who, with strident voice and malevolent ambition, has been capitalizing the popular discontent is losing his power. Men and women are again catching the dim outlines of the visions which came to them during the war. Once more they are beginning to place the proper values on human relationships.

"Not long since I visited the Congressional Library at Washington, and among the inscriptions on the beautiful walls of that building I read the following: 'One God, one law, one element, and one far-off divine event toward which all creation moves.' Gentlemen, if we can dedicate our efforts to the spirit of that philosophy, we need have no fear for the future."

Certification and Registration of Automobile Titles Is Urged at Insurance Group Session

ONE of the resolutions adopted by the Chamber urged that "all of the States should adopt the principle of certification and registration of automobile titles as one of the most important and effective means for reducing thefts" and declared that this legislation should be uniform and "contain adequate provision for enforcement with proper penalties for violations."

The automotive industry was heartily behind this proposal, according to Alfred Reeves, general manager of the National Automobile Chamber of Commerce. Speaking at an Insurance group session Mr. Reeves said the motor vehicle manufacturers would be glad to have insurance companies call on them for assistance in urging such laws in the various States. He pointed out that the Michigan law, which has been in force for some time, had operated successfully and should serve as an excellent model. He said there was still some question as to where the certificate of title should originate—whether it should go with the

car from the manufacturer to the dealer, whether it should originate with the dealer when he sells the car to the user, or whether it should be required only when the owner registers the car for use.

The certificate of title was valuable chiefly because it tended to take away from the crook the market for stolen cars, said Frank Robertson of the National Board of Fire Underwriters. He listed the States having such laws as follows:

Alabama	Missouri
California	North Carolina
Delaware	Pennsylvania
Florida	South Carolina
Indiana	Utah
Maryland	Virginia
Michigan	Wyoming

Congress was considering a certificate of title law for the District of Columbia, Mr. Robertson said. Quoting the experience of various States, he showed it has operated to cut down motor car thefts in every case; the Michigan law was believed to have reduced thefts by 50 per cent, while the same reduction was

reported from Indiana, and other States reported material benefits.

Among those directly benefited by the enactment of a certificate of title law, Mr. Robertson said, were:

"1. Owners of insured automobiles who are interested because of insurance rate reduction.

"2. Owners of uninsured automobiles who have a lessened liability of theft.

"3. Finance and credit corporations who deal in automobile paper.

"4. Motor dealers who have an unpaid lien.

"5. District attorneys and law enforcement officers.

"6. Insurance companies which will have a much more stable business as well as a larger volume even with lower rates.

"7. The increased revenue to the State from fees by reason of the check on proper license plates that result from the certificate of title law."

Regarding the effect of the law on insurance rates, Mr. Robertson said:

Warehousemen Who Attended the Cleveland Convention

REPRESENTATIVES of the warehouse industry who attended various sessions of the Chamber of Commerce meeting in Cleveland, include the following:

D. S. Adams, vice-president Adams Transfer & Storage Co., Kansas City, Mo.. Delegate for Kansas City Chamber of Commerce.

Floyd L. Bateman, Chicago, president Trans-Continental Freight Co. National councillor for National Furniture Warehousemen's Association, of which he is president. National Councillor for Chicago Furniture Manufacturers' Association.

H. G. Brunner, secretary W. Lee Cotter Warehouse Co., Mansfield, Ohio.

W. Lee Cotter, Mansfield, Ohio, head of Cotter warehouses of Ohio. National councillor for Central Warehousemen's Club. Delegate for American Warehousemen's As-

sociation. Delegate for Mansfield Chamber of Commerce.

P. L. Gerhardt, vice-president Bush Terminal Co., New York. Councillor for Brooklyn, N. Y., Chamber of Commerce. Member of sub-committee on readjustment of relative freight rate schedules of national Chamber.

Alton H. Greeley, president General Storage Co., Cleveland.

Roy C. Griswold, president Griswold & Walker, Inc., Chicago.

Samuel W. Lippincott, president Terminal Warehouse Company of Baltimore City. National councillor for American Warehousemen's Association.

Wilson V. Little, superintendent Western Warehousing Co., Chicago. Present as chairman committee on railroads and steamships, Division B, American Warehousemen's Association.

W. W. Morse, president Security Storage Co., Minneapolis. Repre-

senting Gardner Poole, Boston, president American Warehousemen's Association.

C. J. Neal, treasurer Neal Fireproof Storage Co., Cleveland. Delegate for National Furniture Warehousemen's Association.

George A. Rutherford, president Lincoln Storage Co., Cleveland. Delegate for National Furniture Warehousemen's Association.

O. L. Scott, president Scott Bros. Fireproof Storage Co., Cleveland. Delegate for National Furniture Warehousemen's Association.

Edward Wuichet, president Union Storage Co., Dayton, Ohio. Delegate for Dayton Chamber of Commerce.

Present also were **Joseph X. Galvin**, Chicago, president National Team and Motor Truck Owners' Association; and **H. B. Rubey**, executive secretary Cincinnati Team and Motor Truck Owners' Association.

"Since the enactment of the certificate of title law in Michigan the country rate theft has been applied throughout the State outside of Detroit. In Wyoming, where the law was enacted in 1923, the theft rates have been reduced 50 per cent. In North Carolina, Florida and Alabama a reduction of 10 per cent has already been granted. Similar reductions will obtain in Virginia and South Carolina on the dates their laws go into effect.

"It is interesting to compare the Michigan theft rates with those obtaining in New York. In the case of Michigan, which has a certificate of title law, \$500 theft insurance on a Ford car costs \$4 (outside of Detroit), and no locking device is required. In Albany, N. Y., \$500 theft insurance on a Ford car is \$34.35, and a locking device is required. To be sure, the peculiar nature of the theft situation in New York always would require some difference from the

Michigan rate, but the conclusion is unescapable that the certificate of title law does materially reduce thefts.

"One of the substantial benefits is the recovery of stolen cars. Reliable estimates are that less than 30 per cent of insured stolen cars are recovered under present conditions.

"In Maryland the percentage recovered in 1923 was 94 per cent, and in Michigan the percentage of recovery is more than 96 per cent."

Separation of Parcel Post from Other Branches of Mail Is Urged by Transportation Group

WITH a large volume of goods shipped from warehouses by parcel post at the direction of shippers, a section of the resolution adopted by the Chamber on "Postal Service" is of special interest to storage executives and national distributors. This resolution, published in full on page 13, declares that "in the interest of improving the handling of all classes of mail, parcel post should be separated from other classes and special attention given to obtaining cooperation on the part of shippers for better packing."

In this connection **Lucius Teter**, president of the Chicago Trust Co., Chicago, chairman of the Chamber's committee on postal service, made a series of recommendations in an address before

the Transportation and Communication group. One of these recommendations reads:

"The operation of a parcel post system is essentially different from the operation of the other classes of mail service, and therefore, to maintain the efficiency of the mail service, some method should be applied for such separation of the distinctly different services as will make for their mutual improvement; therefore this committee endorses the principle of such separation of parcel post from other mail, from an operating point of view, as will prevent delays in the handling of the mail."

Mr. Teter said:

"The business man is particularly insistent that the parcel post should not

in any way be allowed to interfere with the most rapid dispatch of the other classes of mail. The essential distinction is that the parcel post in the main represents *transportation* for which the facilities of express and freight are also available, whereas the other classes of mail, to a large extent, represent a service of communication and information through letters and publications. This service of communication and information has an importance in relation to our economic, social and political organizations that entitles it to non-interference from other services rendered by the Post Office Department.

Another recommendation by this committee reads:

"Loss and damage to parcel post mat-

ter and loss by theft in transit may be greatly lessened by the following, which the committee recommends:

"(a). Care on the part of the shippers throughout the whole country in packing and preparing parcel post matter for shipment;

"(b). More effective methods to be established by the Post Office Department for the protection of goods while in transit;

"(c). The postmasters in all localities being instructed to refuse packages not properly prepared for shipment and to confer with the shipping public in their districts to inform the public as to the essential requirements."

Mr. Teter said:

"Your committee was convinced, from information received from many commercial organizations throughout the country, as well as from personal knowl-

edge of its members, that there is a great opportunity for the improvement in the methods of packing, handling and safeguarding parcel post shipments. The initiative in promoting improvement of these features should obviously be taken by the Post Office Department officials, with whom shippers can be depended upon to cooperate in their own as well as the public interest, if the matter is properly presented to them."

Highway Transport Developments in Coordination with Steam and Electric Railroads

HOW the motor truck is coordinating with the steam and electric railroads was explained to the Transportation and Communication group by George M. Graham, president of the Chandler Motor Car Co., Cleveland. Talking on "Recent Developments in Highway Transport," he said in part:

"Law makers, who formerly set no limit on motor vehicle imposts, now accept the principle that automobile taxes are a charge on transportation and should be removed. Some measure of relief is provided in the revenue bill now under discussion and likely to pass at some remote time when law makers can drop probes and scalpels long enough to act in the public interest.

"A Scientific System"

"Upon our steam railway facilities has been built up, in large measure, the material prosperity of the nation. The best service for the motor vehicle is to make the railroad system more efficient and more profitable.

"For the gain in this direction, the public is largely indebted to the United States Chamber of Commerce. It was at the instance of our president, Mr. Barnes, that a conference of railway, automobile and waterways officials was called in New York. From it resulted the first great national analysis of transportation problems.

"We now have a scientific system which allots to each transportation medium that function which it can most effectively perform. The public will be the greatest gainer through this new understanding of transportation, since the necessity of moving persons and products speedily and at low cost is deeply involved with the cost of living.

"We can now forecast the eventual elimination of the motor vehicle as a competitor of the railroads. We welcome this. The logic of the findings permits no other outcome.

"Actually, we have never regarded the motor vehicle as a serious competitor for the railroad within the proper field of the latter. We were young and ambitious. Perhaps we had the faults of youth. Now we are glad to accept our rightful place.

ELECTION OF OFFICERS

AFTER the Chamber of Commerce convention has adjourned the directors met and unanimously urged Julius H. Barnes to accept reelection as president. Mr. Barnes withheld final decision "in view of his large business interests and the sacrifice of time which continued service would involve." Vice-presidents were elected as follows:

Eastern division, Lewis E. Pier-son, New York.

North Central division, John W. O'Leary, Chicago.

Southern Central division, Harry A. Black, Galveston.

Western division, Harry M. Robinson, Los Angeles.

John Joy Edson, Washington, D. C., was elected treasurer and the following honorary vice-presidents were chosen:

A. C. Bedford, New York; Willis H. Booth, New York; William Butterworth, Moline, Ill.; A. B. Farquhar, York, Pa.; Thomas E. Wilson, Chicago; Charles F. Wood, Boston.

"Bulk and distance haulage is exclusively a steam railroad function. The service to be rendered by the motor vehicle is subsidiary and cooperative. We would much rather have the railroad for a customer than a competitor.

How Truck Aids Carrier

"There are three main types of service which the motor truck is now rendering to the railroad:

"1. The use of motor trucks for short haul, less than carload lots, a type of service which has not proved profitable when discharged by steam railroads.

"2. The adoption of motor trucks as a means of establishing terminals outside of congested districts.

"3. Store-door collection and delivery in terminal areas.

"In 1922 not one mile of motor truck service had yet been installed to replace steam railroad service in the handling of less than carload freight from station to station. This gives especial significance to the activities now launched by the Pennsylvania and New York Central railroads.

"It is not alone by the use of trucks over the highways that railroads are now impressing into service the internal combustion motor. There is a steady tendency toward the use of gasoline motor cars operating on rails.

"While only 40 railroads were listed last year as using such a service, a recent compilation by the American Short Line Railway Association shows that now 170 motor cars are in use on 111 lines, of which 21 are trunk and the remainder short lines. These records show the approximate mileage now so covered to be 7041, and 170 steam trains have been replaced.

The Pennsylvania's Plans

"According to the association, the actual investment in serviceable motor cars, on rails, is probably not in excess of \$2,500,000. The steam train investment necessary to provide the same service would probably approximate \$8,000,000 to \$10,000,000.

"What may be called the relation of a motor truck to terminal railroad problems is a phase of the subject which is now receiving closest attention of two foremost Pennsylvania Railroad officials—Elisha Lee, vice-president, and Robert C. Wright, general traffic manager.

"As a result of their leadership the Pennsylvania Railroad is working to the point when it will as nearly as possible relieve its railroad cars from the shipment of freight from one station to another, whether these stations be all Pennsylvania Railroad or the stations of other railway companies.

"Store-door delivery is being studied by all progressive railroads.

"Simultaneous with its recognition by steam railway companies, the motor vehicle is getting increasing consideration from electric railways."

Barnes Says Discouraging Conditions in Congress Cause Hesitancy in Business World

THE viewpoint of Big Business toward conditions was expressed by Julian H. Barnes, Duluth, the Chamber's president, at one of the general sessions.

"When in November last," Mr. Barnes said, "the Secretary of the Treasury proposed to Congress a revision of the tax structure which relieved 7,000,000 individual taxpayers and at the same time revised the unwise surtax rates to a point which in his judgment might be fairly expected to produce more national revenue and at the same time more fairly balance in the individual judgment of large incomes the chance of gain against the chance of loss inherent in all industrial ventures, there was a great popular demonstration of approval and relief.

"At that time there was a spirit of confident enterprise, of courage and resourcefulness in American industry which augured well for the future. America for a short time had a vision of national finances administered with experience, skill and foresight. America for a short time had vision of a national Congress appreciating that kind of public service and quick to follow the proven ability and matured judgment for which private industry would pay any sum, if obtainable.

"And then in the five months intervening we have the slow discouragement and growing misgiving and distrust as the national Congress delays, substituting proposals that carry the stamp of the obstinacy, of untested personal opinion, or of partisan consideration. This misgiving was again intensified by the suspicion of insincerity which discusses relief of the national treasury and yet levies the additional burden of a bonus grant. And running parallel with these again, discussion in Congress which proposes a violation of the American tradition of private initiative and private enterprises under which our whole material progress has been achieved; proposing that Government itself shall buy and sell and manufacture certain commodities under a theory of artificially maintaining price relations.

"Out of these discouraging conditions in our national Congress, in spite of sound fundamentals and in the face of the first hopeful solution of European instability in five years, has developed a hesitancy in the business world. Even before this undermining of the spirit of confident enterprise by this process of growing misgiving, there were conditions in industry which should have enlisted the most sympathetic and wise treatment in national policies. The terrific deflation of 1920-'21 had not been yet fully absorbed in all lines of industry. It was manifest that many sections of industry were on turnover margins

which were not adequate to provide proper earnings and the factor of safety provision.

"Yet, even today, so sound are the fundamentals of American business that the spirit of courage, confidence and enterprise could be revitalized quickly by intelligent team play between Government and industry.

"The manifest quick response of the processes of industry to Government poli-

thrift and self-denial impulses of a people.

"2. By control of appointee power of the policies of the Federal Reserve System, and here again this engine of credit must be administered by the very highest type of policy and devotion to the whole public interest.

"3. By unwise tax laws which might tend to frighten a large section of the reinvestment capital from active ventures into expanding industry, and into semi-seclusion of greater safety.

"Every American agency which affects public opinion, faces now the problem of creating a general public understanding of this new relation and making this informed public opinion effective in influencing properly the policies of Government which thus through industry reach every American home. . . . It is increasingly necessary that our people should understand the peculiarly American methods and influences which have achieved the material leadership of America. American living standards, which have become the envy and despair of the world, neither create themselves nor maintain themselves, but are the result of stimulants in our national philosophy which must be properly appraised, valued and preserved. The American people are competent to appreciate the story and to value the underlying influences. Moreover, there is much to fix the American imagination on the fact that this political experiment of a free people is timed with the evolution of the service of power energy to the processes of industry on which our whole material achievement has been erected.

"In the past it may be fairly charged against business leadership that it has not properly presented to public opinion the reasons for some of its most earnest convictions. The American public can easily visualize that whatever influences check the trend to increasing production per worker in all lines of human effort would constitute a social injury that directly limited the attainments of American living.

"This conviction, and not solely a profit motive, lies behind the demand of individual employers and organized business for the methods of the open shop in industrial relations. Closed shop methods have often by rules restricting effort and output checked this progress which lies at the very foundation of American living standards. American business leadership must carry this story to public opinion and there is already clearly a better general understanding of these economic laws.

"In the same way organized business must make clear that its opposition to

"MISGIVING" REGARD- ING CONGRESS

AT one point in his address before the Chamber of Commerce, Julius H. Barnes, president, said:

"The great engine of American industry on which American living standards are maintained the highest in the world has been slowing up largely because of growing misgiving and mistrust as to the ability of our national Congress to appreciate the effect on industry when tax laws destroy the incentive to venture and stifle the individual impulse to try.

"Surely there are fair minded men in both the great parties who will realize this question of the surtax is a vital one to American industry before hesitancy spreads into unemployment and surely there will yet be accord on a reasonable basis of tax revision before it is too late.

cies, wise or unwise, emphasizes the growing interdependence of Government and industry in this country. Industry has evolved from its early reliance on man power alone to its modern character of machine and power equipment and therefore its increasing dependence on capital and credit which Government so intimately and vitally affects.

"It must be realized that Government, with its requirements, its legislative and its administrative authority, touches the flow of liquid capital and monies in three major aspects.

"1. By its proper monopoly of currency issuances. There is here entrusted to Government a very solemn responsibility in respect to this function, and the experiences in recent years of European countries which have departed from the rigid standards of trust in respect of this Governmental function, show how devastating uncontrolled currency issuance must be to the very processes of industry and how destructive to the

Government ownership and operation in the field of private effort rest on the same profound truth that this advance in living standards and human opportunity is checked and undermined when the lethargy of Government politics replaces the driving force of private initiative and private enterprise.

Business Not Altruistic

"These are profound truths which the American public is perfectly able to comprehend when presented by logic and conviction. Too long, organized business has allowed itself to be represented as holding these opinions solely in the selfish protection of business earnings, instead of making clear that on these truths rests the whole field of opportunity for coming generations of American youth.

"The Chamber of Commerce of the United States holds profound convictions on these essentials for the healthful conduct of industry and its continued advance. It has adhered with fidelity to its early ideals of accurate information, fair and uninfluenced study; and energy and courage in defending the field of honest American business."

Regarding the Chamber's transportation policy Mr. Barnes said:

"The comprehensive transportation study carried on under the auspices of the Chamber during the past 16 months marks a forward step in methods of consideration of important public questions by the business community. The participation of representatives of

agriculture and labor, as well as commerce and industry, in the Transportation Conference and its committees—the continuous publicity of the studies and committee findings—the submission of the results of thorough preliminary study to a large representative conference of wide geographical distribution—and the final review of all these recommendations by a business men's committee distinctively representative of the shippers' interest in the national Chamber—these steps have assured the development of a program in which every element has been fully ventilated.

"The current influence of these studies in crystallizing a sound public opinion, setting to rest the ghost of Government ownership, promoting a fair attitude toward the carriers, lending them confidence in a splendidly executed program of re-equipment and improvement of service, stimulating the cooperative relation of the motor truck, and developing a sounder understanding of our waterway problems—these results have a significance difficult fully to evaluate. Service of this type, rendered by the business community, offers encouraging evidence of the value of the national organization.

Support Urged

"The program which will be laid down as a result of the referendum now being completed will afford a basis of common understanding from which all concerned can move forward to further improvement of methods, equipment and effi-

ciency of all transportation agencies in the service of business and the public. It is of the greatest importance, however, that the members of the national Chamber should actively support the adopted program, that they should realize that this important question can no longer be regarded as a technical specialty, but that the determination of matters of policy affecting transportation vitally affects American Business."

Bateman's Talk

SPEAKERS at the Foreign Commerce group meeting included Floyd L. Bateman, Chicago, president of the National Furniture Warehousemen's Association and president of the Trans-Continental Freight Co. Mr. Bateman discussed "Outstanding Features of Foreign Trade from the Standpoint of the Central States."

Pointing out how commodities of the Central States were being more widely used in foreign markets, Mr. Bateman expressed opinion that the growing pressure of foreign commerce originating in the central territory would compel a solution of the Great Lakes-St. Lawrence waterway project. He deplored the lack of stabilization of water rates to foreign countries, and commented that "consolidated car lots of mixed merchandise handled by freight forwarders from Chicago and other cities direct to ship's side on the Pacific for Oriental and Australasian and Australian ports of call afford economical and speedy means of shipping less car load lots."

McDougall Plant in Duluth Is a Modern Terminal

By GEORGE F. PAUL

THE first unit of the McDougall Terminal Warehouse Co., Duluth, Minn., is now in full operation. This establishment, with its modern equipment and convenient layout, is expected to do much toward facilitating interchange of commerce between the East and the Northwest.

The unit contains 350,000 square feet of general storage and 1,000,000 cubic feet of cold storage space. Direct connection is provided with all railroads, the Great Lakes Transit Corp., the Northern Navigation Co., the United States & Dominion Transportation Co., and the South Shore Transit Co.

THERE are six stories at both the north and south ends of the building, with four floors in the center section. All the machinery for the cold storage and heating and ice-making is in a separate unit located at the head of slip 3.

There are two portable unloading cranes on the east side of the pier for loading and unloading boats. The entire

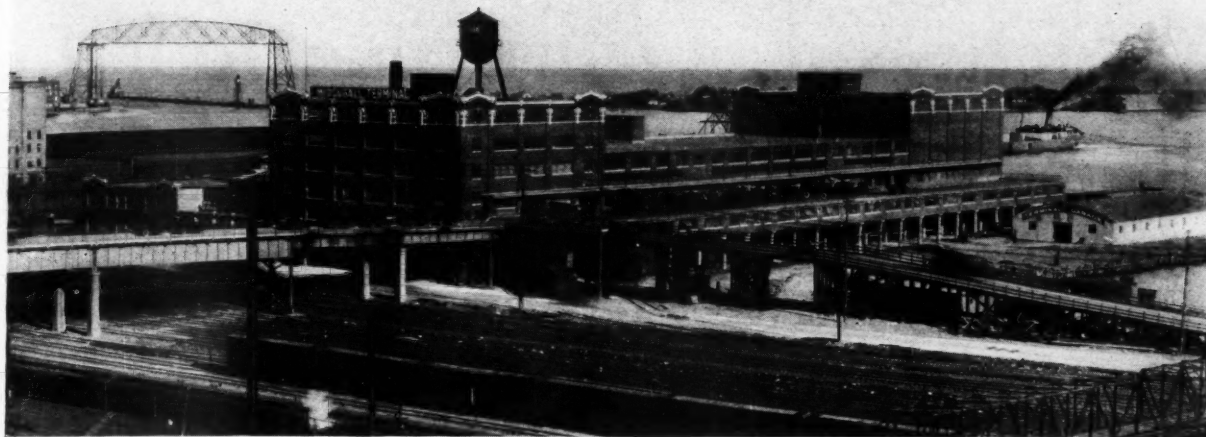
first floor level is kept clear all the time for the receiving and shipping of freight, for transferring to and from the boats to the trains, or for delivery to the upper floors of the building. Perishable freight is never exposed in the transfer from the warehouse to the boats or trains, the entire process being within doors and with special equipment for handling.

There are ten separate cold storage units, with temperatures ranging from cool to the sharpest degree required. Butter, eggs, cheese, dressed poultry, fruits and other perishable commodities produced in the Northwest are all unloaded from refrigerator cars within the terminal and placed in immediate cold storage as directed by owners or preparatory to subsequent loading on lake carriers. Through the cold storage facilities and the McDougall Company's refrigerated motor-ships, the terminal will do its share in solving the great national problem of the prompt distribution of food products.

Ramps have been built on the east pier to aid in the handling of freight in all sizes of boats.

There are three house tracks on the west side, all under cover. All the perishable freight received in the cars is handled in four special elevators on the west side of the tracks for delivery to the fruit merchants or to the cold stor-

Bird's-Eye View of First Unit of McDougall Terminal Warehouse Co., Duluth



Here is 350,000 square feet of general storage area and 1,000,000 cubic feet of cold storage space. Perishable freight is transferred from warehouse to steamship or railroad car without exposure to the weather. Project represents a capital investment of \$3,000,000

age rooms, while non-perishable freight is taken from the cars to elevators on the east side of the tracks. This prevents congestion and protects the freight.

On the north side of the building, or at the Railroad Street entrance, there are eleven discharging and receiving doors, all under cover, for local interchange. On the east side is a runway, from Railroad Street, enabling a large truck to go into the terminal building and up to any floor level on the elevators and unload. The trucks can also go to and from boats on the special approach to the building.

Humidor Room

Surplus energy from the cold storage plant is utilized in making ice in a special unit at the head of the slips, with a daily capacity of 50 tons.

The entire second floor level in the north section of the terminal is tenanted by the Central Supply Co., which occupies a total of 13,000 square feet of floor space. The Kincaid Mercantile Co. occupies 20,000 square feet on the fourth floor.

One feature of the unit is a large humidor room constructed for cigars, cigarettes and tobaccos. And in anticipation of need for storage space for furs a special vault has been provided.

The main offices of the McDougall company and of the Minnesota Transfer Co. are located on the north end of the third floor, or viaduct level of the building. A. Miller McDougall, president of the company, and W. P. Trickett, managing director, have their offices on this floor, with the directors' room and the general offices adjacent. Next to the entrance is the Postal Telegraph office, which operates direct wires from the terminal to Chicago and the Twin Cities. Telegrams sent to and from the terminal are not transmitted through the main downtown office, but go direct.

Next to the terminal headquarters is a large section that is being prepared

A \$3,000,000 TERMINAL

ONE of the big warehousing terminals of the Northwest—that operated by the McDougall company—is here described by Mr. Paul. Here are some facts and figures:

General storage space, 350,000 square feet.

Cold storage space, 1,000,000 cubic feet.

The building is 500 feet long and 140 feet wide.

Viaduct is 550 feet long and 32 feet wide—the longest steel and concrete structure of its kind in Duluth.

Project, construction of which was begun last August, represents a capital investment of \$3,000,000.

A nine-day all-water service will be inaugurated between Duluth and New York in July.

as headquarters for several small companies. To the south are located wholesale fruit houses. This entire section now represents the old fruit house row on Michigan Street. The Western Sugar House, Inc., Culbertson Brothers, Fitzsimmons-Palmer, Knudsen Fruit Co., and the Stacey-Merrill Co. are located on this floor, each with individual general offices, warehouses, storerooms and delivery space under the same roof.

The entire project represents a capital investment of \$3,000,000, including the terminal building and the two motorships, Twin Ports and Twin Cities, now under construction at the Ashtabula plant of the Great Lakes Engineering Works at Detroit.

Active construction work on the building was started last August. Jacobson Brothers, Duluth contractors, con-

structed the building in record time, completing the entire structure according to schedule, despite the severe winter weather and a big fire which on Jan. 4 caused \$150,000 damage.

One noteworthy feature is a nine-day service which will be inaugurated between New York and Duluth by way of the Hudson River, Oswego, N. Y., Lake Ontario, the Welland Canal and the Great Lakes. This service will be without trans-shipment, and will, according to schedule, start late in July. The Minnesota-Atlantic Transit Co.'s motorships are especially designed for this service and will actually operate under their own power throughout this all-water route. Their carrying capacity will be about 2000 tons each, of which 600 tons is refrigerated.

Ohio Transport Law Upheld

The constitutionality of Ohio's Freeman-Collister law, which has to do with regulating and licensing motor highway transport, has been upheld by Judge E. B. Kinkead in the Court of Common Pleas, Columbus.

Judge Kinkead also sustained a demurrer to a petition filed by a Cleveland grocery company attacking the law. The petition sought to enjoin the collection of the motor truck tax, and the Court's action dissolved an injunction which had been granted several weeks previously.

The Court intimated the possibility of some inconsistencies in the law and, as a result, it is anticipated that steps will be undertaken to attack the statute from another angle.

Selden Delivery Model

By equipping its new 1¼-ton Pace-maker model with either a four or a six cylinder engine, the Selden Truck Corp., Rochester, N. Y., has suited this vehicle for delivery work within the confines of a city. The respective prices are \$1,575 and \$1,725, f.o.b. factory.

Waging War Against the Moth In Household Goods Storage Plants

Government Suggests Exterminative Measures. Experiences by Philadelphia Warehousemen

By K. H. LANSING

IN spite of the vigilance of storage warehousemen in their own plants and their careful instructions to patrons, fabric-eating moths have continued to defy control methods exerted against them since the inception of the business. This is seen in the ceaseless warfare against these pests that is waged in virtually every furniture storage warehouse in the country.

Every warehouseman knows that there are a number of meritorious moth-killers in the market today which, under favorable conditions, will serve; but one of the great difficulties in moth control in the warehouse is the constant influx of patrons' goods, already infested, which the warehouseman is unable to reach, with exterminative measures, because they are crated or otherwise packed so that there is no access to them without special permission which the warehouseman does not receive, notwithstanding advice and printed propaganda circulated among his customers. If the goods thus packed have even the tiniest avenue of escape from their wrappings, the flying moth will, in time, emerge and lay eggs which will complete their life-cycle in any untreated wool, bristle, feather, or hair goods upon which they are placed.

In Philadelphia, as in other cities, storage warehouse-

men have given considerable time and attention to moth control and with probably about the same results as elsewhere. All warehouse operators questioned say that the moth pest is reasonably under control, yet admit the presence of moths in numbers by their constant precautionary and exterminative measures.

As one warehouseman pointedly puts it: "Actual moth control in the furniture storage warehouse is a darned sight different proposition from moth control in the chemical laboratory, or on paper." Others say it is as different in practice and theory as learning boxing in the ring is from studying it through a correspondence school. The manufacturer of the deadliest-ever moth exterminator probably would grant the truth in this bit of humor. There is a right way and a wrong way to prepare many such chemical annihilators and, in most cases, if the proportions are not right, or the chemicals even in the proper proportion are not applied in the proper manner, and under the most favorable conditions, positive ineffectiveness, or at least not full effectiveness, may result. Usually the details of applying are left to an employee; the proprietor cannot spend his time killing insects. Hence the chemical itself may be all right and the results unsatisfactory.

IN Philadelphia storage warehouses the popular fumigant employed against moths is naphthalene in flake form, usually bought by the barrel. By the pound, it is 15 to 20 cents. It is harmless to man and, while some persons believe it is only abhorrent to moths, preventing them from working in woolen, bristle, or hair goods treated with it, the United States Department of Agriculture experts are authority for the positive statement that if flake naphthalene is wrapped among the folds of carpets, rugs, clothing, or the like, made into bundles, any small larvae that may have got into the cloth before it was wrapped will be killed. Furthermore, they assert that using naphthalene at the rate of one pound to each six to ten cubic feet of space to be fumigated should kill all stages of clothes moths, provided the goods are bundled and placed in a tight chest, or compartment. If the goods,

A MOTH HAS NO FRIENDS

MOTHs and their extermination have been discussed at furniture warehousing conventions for years and probably will be for many years to come.

This article is based on an inquiry which Mr. Lansing made among household goods storage executives in Philadelphia and on a recent Government document dealing with remedies.

Mr. Lansing's text is supplemented by a paper presented on behalf of Department of Agriculture entomologists at the recent convention of the American Association of Ice and Refrigeration.

after being bundled, are wrapped in unbroken paper with the ends turned back, the work is all the more sure.

The moth eats, or is destructive to goods, only in the larva stage and properly applied naphthalene will not only kill the larvae and flying moths, but prevent the eggs from hatching.

There are two very common species of clothes moths—the case-making clothes moth and the webbing clothes moth—in which there is a slight difference of appearance, although both are about the same size. The former is so named because the larva, for its protection, makes a portable case out of spun silk and the fragments upon which it feeds. These cases, smeared about on woolen cloth moths have attacked, are very familiar to persons whose goods have become infested with moths. A third kind of moth, known as the tapestry moth, is not so common in the United States as

the two foregoing kinds. It is larger, with more gray than buff color and prefers the heavier goods, like tapestries, carpets, horse blankets, felting, furs and skins. This moth extends silk-lined galleries in all directions. The tapestry moth also has been known to destroy wallpaper.

Clothes moths feed upon wool, fur, hair, feathers, bristles and all fabrics made therefrom. Temperature has a great effect upon the development of the larvae and they may remain in this stage for even two years, before developing into the fly. The pupa, or chrysalis stage, lasts during summer weather about eight days. In winter, from January to March, in a steam heated building, clothes moths may remain in the pupa stage from three to four weeks. In northern localities, where houses are not continuously heated, moths appear during late May, June and July in the largest numbers.

Some Philadelphia furniture storage warehouses employ a method of fumigation, supplementary to the naphthalene treatment, that proves quite effective against developed moths that fly about. Every six weeks or so, during the summer months, they burn sulphur candles in the corridors on every floor, starting the candles burning on Saturday evenings.

The usual procedure is to close up the warehouse till Monday morning, an employee then entering, with a wet sponge over the nose, to extinguish the candles and air the place thoroughly at an early hour, so that the other employees may go to work on time without suffering from the fumes.

The practice, when starting this fumigation, is to place the sulphur candle in each instance on a rest set in a bucket of water on a stand, so that the candle rest comes just above the water. A screen of netting is then placed over the candle, and at the end of fumigation time scores of moths usually are found dead, floating on the water.

Failure with sulphur candle fumigation sometimes is traceable to depending on one or two improperly burned candles to do the work of the recommended rate of 13½ ounces of sulphur to each 1000 cubic feet of space to be fumigated.

Directions for burning sulphur candles are usually supplied by the dealer or manufacturer from whom they are purchased.

Sulphur fumes, it is well to remember, may have a bleaching effect on delicate fabrics and on wallpaper, and they tarnish metals.

In making bundles of the goods treated with flake naphthalene it is common practice in Philadelphia warehouses to roll them securely in kraft paper, or its equivalent—although any unbroken paper, according to Government experts, will do—care being taken to turn back the edges of the paper so that no moth could emerge. There is a popular superstition that the odor of the print in newspapers is a moth preventive, but Department of Agriculture experts assert this is untrue. Any kind of paper

that is not broken or torn and which leaves no avenue of escape for the moth, will prove effective; but the heavier kinds of paper, such as kraft, of course, are less easily torn and broken and therefore the safest to employ for doing up naphthalene-treated goods.

The importance of thoroughly brushing goods to be laid away in naphthalene or other moth preventive cannot be over-emphasized.

Most of the Philadelphia warehouses issue some form of advice or warning to patrons that they should make certain their goods are clean and free from moth infestation before sending them to the warehouse. The warehouses will, however, give their customers' goods the proper treatment for a reasonable extra charge. Some of them thoroughly brush and afterwards "shampoo" such goods as carpets and rugs, giving them what is important—a good sunning before packing them away with moth preventive. Dust and dirt greatly tempt moths and if there is a spot of grease of animal origin on the goods they will be sure to eat it out and the fabric with it.

Government Suggestions

IN its latest bulletin on moths and their control the United States Department of Agriculture gives some information of great advantage to furniture storage warehousemen. Remedies recommended include:

1. *Constant watchfulness*, as no treatment known to kill clothes moths already in fabrics will have any lasting effect in keeping other clothes moths from infesting the fabric later, if they are left exposed.

2. *Thorough brushing*, beating and, if possible, sunning fabrics before any treatment is applied.

3. *Careful wrapping* in unbroken paper.

4. *Naphthalene*, especially effective in the form of flakes, or moth balls, for protecting clothing in tight trunks, chests, or similar containers.

5. *Paradichlorobenzene*, a white crystalline substance vaporizing slowly at ordinary temperatures, forming a gas, non-poisonous to man, heavier than air, but poisonous to moths and other fabric pests, uninjurious to fabrics, and similar in appearance to naphthalene and which is purchasable in tin cans from one to ten pounds at from 15 to 45 cents a pound, according to quantity purchased. It is declared to be as effective as naphthalene when used in the same way and in the same quantities.

6. *Gum camphor*, used in the manner recommended for naphthalene and paradichlorobenzene, but less effective, though protective if used at the rate of one-half pound to one pound to each five cubic feet of space, in tight containers. All stages of clothes moths are killed by camphor fumes, but only when the fumes are closely confined.

7. *Pyrethrum powder*, which, if fresh, will kill moth larvae. Wool materials should be thoroughly dusted with the powder before being placed in a tight container, or wrapped well in unbroken

paper. This powder soon loses its protective value on exposure to the air. Hence it is stated to be inferior to naphthalene and to paradichlorobenzene.

8. *Cold storage*, which is the best method of protecting fabrics from all kinds of destructive pests. Once in cold storage no injury can take place. Articles will be protected from injury at storage temperatures of from 40 to 42 degrees Fahrenheit. A number of years ago a large storage warehouse in Washington, D. C., conducted experiments at the instance of the chief of the Bureau of Entomology, with the result that it was found the larvae of webbing clothes moths and black carpet beetles can withstand for a long time a temperature of 18 degrees Fahrenheit, and that it is not so much the cold that kills as the sudden change from a warmer temperature and back to a cold temperature. This results in certain death to the larvae. It was learned that if articles infested with moths were refrigerated at 18 degrees Fahrenheit for several days and then suddenly exposed for a short time to 50 degrees, and then returned to 18 degrees, and finally held permanently at about 40 degrees, all moth life in them would be killed. If a storage company merely wishes to guarantee to protect articles during the period of storage, it is sufficient to maintain a temperature of about 40 to 42 degrees Fahrenheit.

9. *Hydrocyanic acid gas*. This poisonous gas, which is dangerous to man, is extremely effective in fumigating an entire establishment in which there are many carpets, rugs, tapestries and the like, and upholstered furniture infested with moths. As many goods as possible should be spread out over furniture, so that the fumes can more readily reach the larvae in them; or the containers may be fumigated as separate units. The gas, formed by the union of sulphuric acid, sodium cyanid or potassium cyanid and water, is colorless, lighter than air and with a distinct odor and when mixed with air in the proportion occurring during fumigation is non-inflammable. It is not injurious to fabrics, dyes, or any house furnishings, and does not tarnish metals. The gas is deadly to human beings if breathed in concentrated form and should be used only by intelligent, well-informed, careful persons who understand the element of danger, as well as the excellence of the gas as a destroying agent of moths and other insect pests in furniture and furnishings. It should not be used in any dwelling house, or hotel, or anywhere else without neighboring parties being notified, so they may be ready to vacate when it is about to be used. This gas is used in a number of storage warehouses as a fumigating agent.

10. *Carbon disulphid*. This is an excellent fumigant for single rooms, or compartments, trunks, chests and other tight containers. It costs from 6 to 35 cents a pound, according to the quantity used, and is a colorless liquid that looks like water, coming in tin cans. It weighs about 10 pounds to the gallon and when exposed to the air evaporates quickly,

producing a foul-smelling gas about 2% times as heavy as air. While the liquid is non-inflammable, the gas formed by exposure to the air is highly so and should be kept away from fire. If used as directed, carbon disulphid kills fabric pests in tight containers quickly and surely. Fumigation with it is not effective in temperatures below 65 F. Better results follow when the temperature is above 70 F. In rooms and closets, or in tight containers, evaporation of from four to six pounds of the liquid to each 1000 cubic feet of space should kill all moths and their larvae. The container of liquid should be placed high in the room, as it is heavier than air, as mentioned.

11. *Carbon tetrachlorid*. A good fumigant for closets, single rooms, trunks, chests and other tight containers. It is a thin, transparent, colorless liquid looking like water and evaporates on exposure to air, forming a gas heavier than air and of a pungent, aromatic odor. When used at the same rate as carbon disulphid it is about one-third as effective. It comes in cans of a pound and upward and costs from 10½ to 30 cents a pound, according to the quantity purchased. Its gas is neither explosive nor inflammable and there is no fire risk in its use. It should be used at the rate of eight to twelve pounds or more per 1000 cubic feet of space to be fumigated. When the temperature is 70 F., or higher, good results in killing moths should follow.

12. *Cedar chests*, of red cedar containing a volatile oil, such as are usually found on the market, not only are so tight that no moths can enter, but the aroma of the wood kills the newly-hatched or young larvae of clothes moths. But all goods should be thoroughly beaten, brushed and sunned before being placed in them. Cedar chests, however, cannot be depended on to kill the fully developed or flying moths, their eggs, or the worms, or larvae after they have lived three or four months. Neither will the chests kill all the pupae, or chrysalids. Clothes moth worms of four or five months' development cannot always be dislodged by brushing or beating the goods. For this reason all furs should be combed with a fine-tooth comb before being fumigated. If goods placed in cedar chests are not entirely free from moth larvae of four or five months' development the goods may be destroyed in the cedar chest.

13. *Dry heat*. All fabric pests will be killed in a short time if rooms can be heated to a temperature of 130 degrees F., sustained long enough so that all goods in the room become heated through to this temperature. Even lower temperatures have been known to kill the larvae of clothes moths.

14. *Hot water*. All living clothes moths, eggs and larvae will be killed if the fabric containing them be dipped into water heated to 140 F. and kept there for ten seconds; but the water must be at that temperature during the immersion.

15. *Laundry soap*. Clothing washed with a strong solution of neutral laundry

soap will be freed from clothes moths larvae and eggs, and if wrapped tightly in paper as soon as taken from the drying line, will remain free from moth attack.

The Government lists as impractical remedies cedar chips and shavings, which often lose their value before sold by the retailer and which are never effective against adult moths, or half to full grown larvae; and the spraying of goods with gasoline, which, however, in certain circumstances will kill eggs.

Dipping goods in gasoline will kill clothes moths and goods thus dry-cleaned are temporarily free from moth infestation, but as soon as the goods have dried they again become subject to infestation. Then there are dangers and difficulties of the application of gasoline.

The Government has a long list of "remedies" which it brands as worthless, including tobacco extracts; pepper; lavender flowers scattered on; powdered sulphur dusted on; air-slaked lime dusted on; red cedar leaves and borax and quassia chips dusted on. It points out, too, that formaldehyde is worthless for exterminating moths, though effective in destroying disease germs.

Upholstery

WAREHOUSE experts point out that any amount of cleaning and brushing of upholstered furniture on the outside, even including vacuum cleaning, will not, of course, have any effect on moths infesting the inside upholstery, where they frequently breed and eat their way out. This has given the manufacturers of so-called "mothproof upholstery" their chance to state that not only do they make the exterior fabric proof against moth attack, but also the hair and felt, or hair and moss, with which much of this kind of furniture is stuffed. There is not infrequently, even in new furniture, considerable dust, dirt and animal matter in the stuffing, skipped by the picker and blower in preparing it. Moths delight to breed in this kind of an interior. There is a certain amount of this supposedly mothproof upholstered furniture on the market, but there are many skeptics as to the lasting quality of the moth-proofing.

There are various other insects besides moths which get into furniture. Carpet cleaners handling upholstered furniture for fumigating purposes have been known to find nests of caterpillars on the interior, or stuffing, and wood-boring insects often infest and ruin furniture by spoiling the wood frame.

There are several varieties of wood-borers, which are the larvae of beetles; but such cases are few compared with moth infestation and are much more easily handled, except in instances where they have bored so deeply that no fumigant can reach them.

Perhaps no man in the East, outside of a Government agent, has had any wider experience, or any greater incentive for moth and wood-borer exterminative research, than Dr. Charles R. Toothaker, curator of the Philadelphia Commercial Museum. His aid and advice have been

variously sought in these problems by other scientists, furniture dealers and men who have made furniture preservation and carpet cleaning a lucrative trade. As to moth pest, Dr. Toothaker says:

"In my experience, treatment of upholstered furniture with hydrocyanic acid gas has proved by far the most satisfactory means of killing moths, or any other insect pest that is not a wood-borer. The reason it does not always kill wood-borers is probably because it does not penetrate deeply enough. We have used a fumigating box as large as a small room, using bisulphid of carbon as the fumigant, to get rid of moths; but bisulphid is objectionable on account of the dangerous quality of the heavy, explosive gas and it forms 'pockets' that hang low and linger."

In fumigating against moths with hydrocyanic acid gas, Dr. Toothaker places in the case or container of the articles to be fumigated a deep earthen jar containing a mixture of two parts water and one part sulphuric acid. He puts it near a door, on a piece of board, and protects the things nearest it by hanging up newspapers, or otherwise screening the jar, so that in case the mixture bubbles vigorously the sulphuric acid will do no damage. Into the jar he then drops an ounce of commercial cyanid of potassium, which comes in egg shape, one ounce to the egg. The container of the articles is then quickly closed. For every 100 cubic feet of space Dr. Toothaker uses 25 grammes of cyanid to 25 cubic centimeters of sulphuric acid and 50 cubic centimeters of water. Since beginning the use of hydrocyanic acid gas he has had virtually no damage in the Commercial Museum through insect pests. For wood-boring insects he has found that the only really effective remedy is immersion of the infested article in gasoline.

Dr. Toothaker is the author of a widely quoted pamphlet on moth control.

J. P. Valentine, Philadelphia, whose business, since 1875, has been devoted to furniture and carpet cleaning and preservation, and which is largely patronized by the local department stores and furniture houses, uses the hydrocyanic acid gas treatment, fumigating furniture and carpets in an air-tight chamber, the articles being placed on a platform a few feet from the floor.

As reagents, he uses one ounce of sulphuric acid to one ounce of water and a cyanid potassium egg, dropped in last. The door of the air-tight chamber is closed quickly and the furniture and other articles are left therein for forty-eight hours. It has never been necessary to open any of the upholstered furniture, as the cyanid gas has great penetrating power. Mr. Valentine emphasizes that the quantity in which he uses the reagents for his chamber is not to be taken as a general guide. He has noticed in his long experience that moth larvae avoid eating green materials, as a usual thing, sometimes leaving the green in a pattern, while they eat everything else. This may be copperas, or something

similar, in the dye, which causes it to be distasteful to the moth.

"Eulan"

A RECENT process for making woolen goods impervious to moths is being pushed by Friedrich Bayer & Company, manufacturers of Aspirin and many other well known chemical products, through the Interstate Chemical Company, 23-25 East Twenty-sixth Street, New York. This process is called "Eulanizing," and the product itself is called "Eulan." Representatives of this company have succeeded in interesting the Pennsylvania Laundryowners' Association and the Philadelphia Laundryowners' Exchange in this product and it is now under consideration by these bodies to adopt eulanizing as a process whereby they may render immune from moth attack the large volume of blankets and other wool goods handled by them

and for which an extra charge would be made for treating, thus opening the way to further profits.

This process is already being used in various dyeing and cleaning establishments for garments, carpets and tapestries, and by department stores for preserving their reserve stocks of all goods made of wool, hair, fur and feathers.

Eulan, according to the chemists, is non-poisonous, does not alter any fabric or fibre or dye, and imparts no unpleasant odor. It is death to moths and prevents attack in fabrics that have been eulanized, it is claimed. Eulanized cloth will stand naphtha cleaning, but after laundering, goods must be re-eulanized.

The application of Eulan is simple, the goods being saturated with, or immersed in, a cold, aqueous solution, preferably in a wooden tank. It is prepared in the evening to give it time to cool

off for the following day's work. One and a half ounces of Eulan is dissolved in a gallon of boiling water for ten minutes in preparing the liquor. To counteract any possible dilution of the Eulan bath, all materials in the piece, or yarn, must be hydro-extracted. Several passages through the bath are given and all the goods squeezed out. The standing Eulan must be kept at its original level in the tank, which is equipped with faucets, at and near the bottom, for draining off the sediment. The cost of Eulan and Eulanizing are so low that it is extremely economical.

The Notaseme Hosiery Co., Philadelphia, has been trying experiments with another and secret solution which is said to render wool and worsted yarns and hosiery thus treated immune to moths, although the solution is not supposed to kill moths, or their eggs, but simply to prevent attack.

Effect of Cold Storage on Clothes Moths*

COLD storage is the best method of protecting against clothes moth damage. Once in cold storage no injury can take place. Cold storage can be depended upon for absolute protection by dealers in furs, carpets and other valuable articles, such as stuffed animal heads, blankets, carriage robes, curtains, upholstered furniture, etc. This is true because clothes moth larvae or worms cannot feed at temperatures below 45 deg. F. A temperature range lower than one of 40 deg. to 42 deg. or 45 deg. F. is unnecessary.

If cold storage will protect and has the sanction of the United States Department of Agriculture, why is it that warehousing concerns often have complaints lodged against them by patrons who state that living moth larvae are found by them in articles several days after removal from cold storage? The presence of living larvae in such articles can be explained in two ways: First, larvae may have crawled to the articles after they were removed from storage from other infested material in the home, but this possibility is rather remote if living worms are detected within several days; second, that while cold storage temperatures were sufficient to protect, they were not sufficient to kill. Cold storage concerns should determine in advance as a matter of policy whether they offer a service of protection against damage for the period of storage, or whether in addition to this they are to guarantee the articles refrigerated to be free from living moths at the time they leave storage.

There is very little exact data on the effect of cold temperatures upon the different stages of clothes moths. Some years ago Dr. A. M. Reed, manager of a large storage warehouse company in

Washington, D. C., conducted experiments in cooperation with Dr. L. O. Howard, chief of the Bureau of Entomology, which indicated that larvae of the webbing clothes moth can survive for a long time at a temperature of 18 deg. F. No explanation was given of what a "long time" meant in actual days. It was found, as has been discovered in the case of other insects, that it isn't always the cold alone that kills, but the sudden fluctuations from a cold to a warmer temperature and back to a cold temperature. These experiments, referred to above, resulted in the present recommendation of the department that to kill clothes moths in storage, the infested articles should be refrigerated at 18 deg. F. for several days, then suddenly exposed for a short time to 50 deg. F., and then returned to 18 deg. F., and finally held permanently at about 40 deg. to 45 deg. F.

If a concern merely guarantees to protect articles during the period of storage, it is sufficient to maintain a temperature of about 40 deg. to 45 deg. F. At this range the eggs of the moth, which are apt to be on the article at time of storage, will be killed if the period of storage is prolonged over six weeks. Experiments have shown that at 20 deg. to 25 deg. F. and at 25 deg. to 30 deg. F., clothes moth eggs are all killed in about three weeks; at 30 deg. to 35 deg. F., in 26 days, and at 35 deg. to 40 deg. F. in about one month. But the older, well-grown larvae are very resistant. While these well grown larvae were killed in 67 days when subjected to an even temperature of 20 deg. to 25 deg. F., and in 93 days at 25 deg. to 30 deg. F., others held at temperatures ranging from 30 deg. to 35 deg. F. and 35 deg. to 40 deg. F. are still alive after over four months.

The ability of well-grown larvae to withstand long periods of refrigeration at moderate temperatures was demon-

strated recently in a Washington plant whose rooms were said to have had a temperature range of 24 deg. to 48 deg. F., but with the temperature mostly at about 40 deg. F. Larvae were removed after storage at the end of 6, 8, 10, 12 and 14 months. Storage at six to eight months had no appreciable effect upon larval mortality. After 10 to 12 months' storage, many larvae died soon after removal, and only a few survived 14 months' storage. Yet these few were thoroughly normal, and upon being placed in a sufficiently warm temperature for feeding, resumed activity and transformed to pupae and adults as though their life had not been prolonged by an enforced 14 month hibernating period.

These facts are important, for they explain why patrons have at times found living robust larvae in articles several days after removal from four to five months in cold storage. If a fairly even temperature around 40 deg. F. has been maintained, such a discovery is to be expected and is no reflection upon the storage firm. Experiments under way will determine definitely the effect of various temperature ranges upon not only the eggs and the well grown larvae, but upon the larvae of different ages.

New Pennsylvania Company

With general offices in Pottstown, Pa., the Linfield Cold Storage & Warehouse Co. has been organized in Linfield, Pa., with the following officers:

President. S. H. Porter, Pottstown, secretary, J. G. Fulton; treasurer, George M. Longaker.

The company has purchased the Linfield plant formerly known as the Linfield Ice & Cold Storage Co., of which Jacob F. Miller, a Philadelphia commission merchant, was president and general manager.

*Paper presented at convention American Association of Ice and Refrigeration.

Shipper Must Know Warehouse Factors to Arrive at Delivery Costs*

How Freight, Storage, Cartage and Insurance Expenses Figure in Manufacturer's Distribution Scheme—Cooperation of Warehouse Industry Is Urged

By STEPHEN D. RICE,
President, Rice-Pyke Corporation

MY thoughts are to be in connection with the distributor or manufacturer and his relations with the warehouseman. In a word, I will say that the relationship should be mutual, for, in view of the present railway conditions and the disrupted freight rate structure, the warehouse is of vital interest to the national distributor.

The shippers of the country, through the accounting departments, in view of the necessity these days for keeping very accurate cost records, must be in a position to arrive at delivery prices. In order to do this, there are several factors which must be considered among which are freight, warehouse, cartage and insurance costs.

My experience with the warehouses shows that there is a great lack of uniformity in practices and I have been very much interested in watching the efforts made through the magazine, *Distribution & Warehousing*,

edited by Kent B. Stiles, which, no doubt, is familiar to all you gentlemen.

I know the manufacturers also have their faults and no doubt you warehousemen, each and every one of you, can point to many cases where the distributor is unreasonable, negligent and lacking in system. I think, however, I can see harmony ahead for both the warehouseman and distributor if they are willing to lay aside the idea that their individual system is the only one workable and all compromise to uniformity.

I believe that a warehouseman who contracts with a distributor to handle the storage and forwarding of his product becomes a part of the organization *indirectly*, as the manner in which goods are prepared for shipment many times has a great bearing upon future sales. I therefore consider the warehouse office a branch of the traffic and sales departments of the distributor.

Promptness

OF course, preparing the goods for shipment is not all the warehouseman can do, or of necessity must do, to dispose of shipments satisfactorily. He must get the shipment off the day order is received when possible, get the bill of lading signed and mailed to the distributor same day or not later than next day. The distributor cannot date his invoice until he knows the date of shipment, and bill of lading should accompany the invoice to the customer. I should like to see the warehouseman and distributor work closely enough so that arrangements could be made for the invoices to accompany the order on the warehouse; the warehouse office to date invoice, attach bill of lading and mail direct to customer on date of shipment, thus avoiding delay and extra labor in mailing, as well as extra mailing costs.

The apparent careless and loose methods employed by some warehouse companies have caused the distributor not

to feel real safe in placing such responsibility on the warehouse, even if he paid for such service, and of course the distributor would expect a charge to be made.

Most well organized manufacturers pride themselves on the neatness and explicitness of their invoices, packing lists and bills of lading. Nothing is more exasperating to a manufacturer or dealer than, when he is in great need of some particular material, to receive the invoice with no information as to *how, when or where* shipment was made, and no express receipt or bill of lading to show, or, if the bill of lading is received, to have it only half made out with possibly the initial carrier omitted.

In going over my files I ran across a general circular I use when contracting with a warehouseman so his offices may know my company's requirements, and in preparing these instructions I was mindful of the fact that every other distributor must have his individual desires; therefore I made it as comprehensive as possible. I am going to read this to you

as I go along, so you may see my reasons for such requests:

"Instructions to Warehouse Companies for Handling Merrell-Soule Products

"IN order that our products may be delivered to the customer promptly and in first-class condition, we are outlining below instructions which we would thank you carefully to observe, and see that the details are familiar to all interested in your organization, as we consider the question of properly preparing consignments for shipment, one of *great importance*.

"Delivery and Shipping: Deliveries or shipments are to be made to no one without a written order on one of our regular forms. All telegraphic or telephone orders will be confirmed. You will receive orders only from our division office at Syracuse, N. Y.

"Routing: It is our plan to have all shipments routed by freight, except in cases of emergency and where it is to

*Address before Central New York Warehousemen's Club.

our advantage as well as the customers', taking into consideration the cost to ship by express or parcel post. There are times when it is necessary for trucking at either end of the route, and a shipment by express would be cheaper, or just as cheap, and the service to the customer is better.

Through Cars Favored

"In making freight shipments it is our desire to employ the railroad through merchandise cars, and we ask the co-operation of the warehouse companies in seeing that full routing directions are shown on the bill of lading.

"Reporting Shipments, Deliveries and Storage: We require an original bill of lading and memorandum copy of the bill of lading. These documents are to be sent by you the day shipment is made to our division office at Syracuse, together with the warehouse order.

"Arrival Notices: When shipments are made to you from our factories a memorandum invoice and arrival notice will be sent you. It is very important that the instructions on the arrival notice be complied with: first, in order that we may have a report from you of the arrival for insurance purposes, as we carry our own insurance; second, in order that we may be fully protected in case of shortages or damage in transit. The unloading record attached to the arrival notice *must* be fully executed.

"All our shipments to you will be prepaid, and if the carrier should try to collection additional charges we suggest that you *insist* that the delivery agent charge back to the original agent any such additional charge, which will be audited and, if found correct, paid.

"Terms of Sale: The terms of sale for all this company's products are f.o.b. shipping point, freight prepaid, except for less than minimum quantities. We will endeavor always to indicate on the order whether shipment is to be prepaid or if the charges are to follow, and we ask that you be very careful to watch this particular part of our rules. On local deliveries, according to our terms our customers are required to call at your warehouse for the goods, *unless* otherwise specified on the order. In such cases please obtain a signed delivery receipt, to be sent to the division office, with your warehouse order, on date delivery is made.

"Statements Covering Freight Prepaid, and Cartage: We furnish blanks and we ask that you itemize the shipments on which you prepay charges. We would appreciate it if you will show separately all of the freight shipments; all of the express shipments; postage paid on parcel post, and cartage charges, sending this statement to us at least once each week, when shipments have been made. We will audit same and remit promptly.

Standard Package Products

"Description of Products: Our products consist of None Such mince meat;

powdered milk in bulk form; Klim powdered milk, in domestic size cans, boxed; and powdered sweetened lemon juice, in tin cans, boxed.

"In order that there may be no misunderstanding as to the proper description on the bills of lading and express receipts, we are itemizing below our products, indicating the correct descriptions.

"Our products are all put up in standard packages, and we would ask that you

WANTED BY SHIPPERS: SERVICE!

FACTORS which the shipper must consider in endeavoring to arrive at delivery prices of his products are here discussed, in relation to public warehouse service, by Mr. Rice.

As president of the Rice-Pyke Corporation, Syracuse, N. Y., Mr. Rice represents a large number of manufacturers who distribute through merchandise storage plants. For eight years he has been closely associated with the sales department of a large national distributor and in that capacity has dealt with more than forty public warehouses in all parts of the country, and accordingly he is in a position to speak with authority as to conditions.

Mr. Rice expresses opinion that the national distributors will be ready to cooperate with the American Warehousemen's Association, the Department of Commerce, and the Domestic Distribution Department of the Chamber of Commerce of the United States, in the movement to simplify warehousing forms and methods, and he reviews his own experiences in discovering lack of uniformity in the storage industry. And one of his thoughts is this:

"Service is one of the foremost words in the English language today."

be particular to use the weights shown below. There are, however, a few exceptions on bulk milk powder in barrels. We are unable to furnish estimated weights for barrels, therefore we request that you be particular to see that the gross weights, *shown on the barrels*, are carried to the bills of lading. In every instance by freight or express we ask that you *insist* that your shipping department show the gross weight, and do not leave it to the carrier.

"In the past, errors have been made in shipping cases containing ½ doz. cans or cartons for ½ gross cases; one refers to ½ doz. No. 5 cartons; one to ½ doz. No. 10 tins; while the other refers to ½ gross 9 oz. cartons. If attention is called to this very natural mistake we think that the same can be overcome, because the boxes are different size, the

only trouble being that care is not exercised in reading the order."

(Note: Here are inserted the descriptions and weights of the Merrell-Soule products.)

Express Shipments

"Some of our products are put up in fiberboard cases. When such shipments are made by freight you should be particular to stamp the bill of lading with a rubber stamp, provided for that purpose, reading as follows:

"The fiber boxes used for this shipment conform to the specifications set forth in the box maker's certificate thereon, and all other requirements of Rule 41 of the Consolidated Freight Classification."

"Express Shipments: Your shipping department should be particular, in rendering express receipts, to show the correct value, in order that we may be protected in case of loss; as you know, unless a greater value than \$50, or 50 cents a pound actual weight, for an entire shipment is shown at the time the shipment is receipted for, the carrier is not liable for a greater sum. This information will be shown in the routing instructions on the shipping order. The individual weight should be shown on each package, as well as the total weight of the entire shipment on the express receipt. All our products are food for human consumption and should be marked 'Food Products—Second Class.'

"In making C.O.D. shipments, where there are two or more cases each case should be marked with the total amount of the charges to collect and the number of cases in the shipment; this to insure that there be no error in collection of charges. For such shipments we will send you what is known as a C.O.D. envelope or wrapper, addressed to ourselves at Syracuse, N. Y., on the front side, and on the back side will be shown name of consignee. There is a place for the date of shipment and we ask that you fill in the date, and also the date of the invoice.

"This envelope *must* be securely fastened to one package in the shipment and be attached to the package so that it may not be mutilated when removed by the agent at destination, as it is used for remitting returns; we find that, where this envelope becomes lost, very frequently the returns are not properly and promptly made.

"The original express receipt should be returned to the office sending you the order, on the same day the shipment is made, attached to your shipping order.

"Parcel Post: We may from time to time make shipments by parcel post to nearby points where it will be cheaper than by express.

Fourth Class Postage

"All our products which are put up in fiberboard cases and which are sealed may be shipped by parcel post at fourth class postage rates. We occasionally encounter difficulty with postmasters who are not familiar with our shipments

and they try to collect first class postage on account of packages being sealed; but if articles are shipped in our standard packages as they come from our plant they are subject to the provisions for 'proprietary articles' and authority for shipping at fourth class postage rates is covered under paragraph 53, page 17, of the Postal Guide.

"In making shipments by parcel post C.O.D. be sure to show the total amount of the charges on the outside of the package, including 10 cents for payment of the C.O.D.

"This will probably not happen very often, and only in cases of small consignments, as C.O.D. parcel post shipments are handled differently than express, making it necessary to charge a 10-cent collection fee for each package.

"Our Klim shipments are made in several different size packages and, for your ready information as to the different rates, we are attaching hereto one of our 'working sheets,' which show the contents of the package and the weight to be used for parcel post and express. Some of these different sizes of packages are never used. However, you may use the sheet for any of the sizes which you may carry in your stock.

"*Addressing Packages:* It is very important that each package be clearly addressed and we ask that all packages large enough be addressed with a stencil instead of a label or tag. Care should be taken to see that the address on the package is exactly the same as the address shown on the order and the express receipt or bill of lading. The street number should *always* be shown where the consignments are going to a city of any size. All packages should also show, in the upper left hand corner, the address of the shipper preceded by the word 'From.'

In General

"*Signing Bills of Lading and Express Receipts:* We would like to have all bills of lading signed in our name, per the name of your warehouse. We ask this for claim purposes, so that we will not have to go to the trouble of having your company sign a waiver.

"*General:* We have tried to cover the principal details of our general plan of shipping and reporting. However, occasionally exceptions may arise, and

we will endeavor to have our instructions given you in such a manner that there may be no doubt as to our requirements; but if any particular point is not made clear we ask that you communicate with us promptly, as it is our desire to cooperate with you to the fullest extent in making our shipping as easy as possible."

The Simplification Program

I BELIEVE that every large distributor will welcome and will be ready to cooperate in the matter of simplification and uniformity in the forms and methods which have been worked out by the American Warehousemen's Association in connection with the Division of Simplified Practice of the Department of Commerce and the Domestic Distribution Department of the Chamber of Commerce of the United States.

In this connection I have been checking over my records and I find that, out of forty warehouses employed by the company I represent, twenty-five, responding to an inquiry for samples of forms used, show no two exactly alike, there being all sizes from a postal card to a full letterhead.

This makes it very difficult in keeping a good file. We found it necessary on account of the methods employed by warehouses, generally, in keeping record of the stock, to print our own forms; and, in order to assist the warehouse companies so the inventory work would not come at the end of the month when everyone is crying for reports, we make up this sheet representing the stock on hand as of the 15th day of the month, sending it to the warehouse to check and O.K. or advise if any discrepancy. This has proven very successful and must be helpful to all concerned.

There are many things which come up from day to day. I might discuss with you gentlemen various individual items such as the care in reporting in of shipments, and, in case of shortages or damages, the importance of insisting that railway representatives *inspect*, reporting all seals, whether end doors are sealed; detailed advice as to your opinion of the cause.

"In fact, I will say that your warehouse organization is not complete unless you have a man who knows what in-

formation the carriers demand and the shippers require, in case of loss or damage, so that you may furnish the distributor with every detail to avoid the necessity for unnecessary correspondence and delay in presenting claims for loss. You all know that the sooner a claim is filed after delivery, while the details are fresh in the minds of those handling, the more satisfactory the results are as to adjustment.

A traffic man in your warehouse organization will also greatly assist you in furnishing prospective customers advice as to freight rates, through car service, and other traffic advantages. We are all familiar with the fact that *service* is one of the foremost words in the English language today.

I would advise also that prompt answers to all inquiries from the distributor helps greatly. I recently sent out a letter of importance to all warehouses carrying stock, calling attention to a change in sales policy. It was necessary that I be sure that the warehouses understood. Twenty-five answers were received out of forty. The other fifteen made it necessary to keep following up, causing waste of time, stationery and postage.

The Flat Rate Again!

It will be a great help to the distributor when the warehouses get to a point so a uniform method of charging may be arranged. At present some charge a flat rate per month; some per case or barrel; and some per hundred pounds. Some include in the charge the handling in and out, and some separate them.

Why cannot it be decided which is the better and all do it alike? You can see the difficulty in quoting delivered prices when so many different methods of computing have to be considered.

The warehouseman should advise the distributor fully as to cartage rates to and from freight houses and on local deliveries, and it is very important to quote your insurance rate, and your location; the insurance rate is generally the distributor's cost, and you should inform him without being asked.

Gentlemen, let us continue the coordination of efforts in order that we may all give the *service* demanded of us, at the least cost.

Material Handling Pictures Wanted

THE July number of "Distribution & Warehousing" will be the annual one devoted to the operation of material handling and the installation of equipment in the public storage plant.

Warehousemen are invited to send in, for publication, photographs of labor-saving machinery and other equipment which they are using.

Please address such photographs to the Editorial Department.

TWO BITS

Vol. IV. No. 12

A Bit Here, A Bit There

Gotham, June, 1924

OUR POEM & MOTH DEPARTMENT

TWO important departments of this growing public'n are combined this mo., on a/c that our mysterious Chicago correspondent, "Conditional Contributor," has donated some so-called verse relevant to *Two Bits's* campaign for elimination of all moths from Hhg whses.

Our regular readers will recall that several mos. ago Ye Ed. advanced a suggestion as to moth preventive. Our idea was that all moths be equipped with roller skates so they could not cling to grease spots & thereon deposit their eggs. In our March issue, Mr. Thomas Rott, a Birmingham, Ala., storager, suggested that the moths' legs be broken with bed slats or rolling pins. In our April No., J. H. P., a Gotham storager, advises that moths be inoculated with galloping appendicitis & then operated on. "Conditional Contributor" now makes still a further suggestion, to wit:

"Per my recent threat to send you some poetry (?), following is what two fertile brains (my daughter's & my own) have evolved:

*"The little moth is now our bane;
He wriggles in & out again
Of all the wool that he spies,
With grease spots as his special prize.*

*"& though you have from various sources
Remedies & last recourses.
Consider this one from my daughter:*

*"Submerge his head three times in water—
(& now the best of her advice)
Remove said head from water twice."*

If anybody more in the industry has got any other suggestion as to moth eradication, *Two Bits* is open to same.

The moth must go!

Speaking of moth preventives, see K. H. Lansing's story on p. 22.

News Items

Charley Morris, the Gotham storager, made a speech at a meeting of the Conn. Storagers' Assoc'n of late. Ye Ed. was instructed by Ed Mooney, the Conn. assoc'n prexy, to introduce Charley & what we did was to expose Charley, no less. Well, it seems that Charley has worked up quite a reputat'n as a humorist at conventions & what we exposed was that none of Charley's humor was original but that Charley gets all his humor from his 12-yr.-old son David & then palms it off as his own in convention speeches, & we gave the Conn. storagers a sample, as follows:

Not long ago Charley's better ½ was applying powder while standing before

the mirror & Charley's 12-yr.-old David walked in & saw her & said:

"That's right, Mother—save the surface & you save all!"

When we told that story at the Conn. meeting we thought the Conn. storagers was going to fall off their chairs laughing but none of them did.

A 20-story bldg is going up abaft *Two Bits's* window. Ye Ed. is having a noiseless typewriter installed so we will not disturb the riveters.

Just as a reminder, the following is reprinted from last mo.'s *Two Bits*:

"Where will you spend your summer vacation? Drop *Two Bits* a postcard & get your name in print. We could start a Society Department if we got enough cards. Sign your name so we will know who you are."

This is the end of Vol. IV of *Two Bits*. Vol. V will begin next mo.—Advt.

Merle Turner, the Los Angeles storager, sent us an elegant Easter card with a gilded edge to it.

Jim Dalton, ed. of *Automotive Industries*, another Class Journal Co. public'n, has quit that job to work for Wm. Randolph Hearst. Our editorial associates tended Jim a luncheon, price \$2, ere his departure & we borrowed \$2 from Jim so we could attend.

Ye Ed. attended the Chamber of Commerce convention in Cleveland last mo. (May) in order to dig up some news for our contemporary, *Distribution & Warehousing*.

News continues somewhat scarce at this writing.

If you have any news of any a/c, contribute same. *Motor Age*, another Class Journal Co. public'n, publishes a page somewhat similar to *Two Bits* & calls it *Squeeks and Rattles*, & the editor is having an awful job inducing readers to send in contributions. We print herewith—and it applies equally to *Two Bits*—one of his recent poems:

Help, help, help help, help, help, help!
Help, help, help, help, help, help—
Help, help, help, help, help, help, help,
Help, help, help, help, help, help, help!

If you got some news, send them in.

OUR OIL SCANDAL EXPOSURE

VAN WYCK MOTT, the Wash'ton, D. C., storager, is involved in the Great Oil Scandal which is disturbing the political world. *Two Bits* hesitates to expose Van to his fellows in the industry, but we feel we got a duty to perform, & when iniquity thrusts its ugly head above the surface we feel it our bounden duty to snip the head off, regardless of all libel suits, even one of which suits would probably put *Two Bits* out of business.

It seems that Van, who is sec. & treas. of the United States Storage Co., in Wash'ton, has been guilty in connection with disseminating a mysterious telegram in code. It happens that our personal influence with the White House is in O. K. status, & we was able to get Van's code-gram uncoded. Here is the text of Van's telegram:

*"Salt of the Earth: Eht Detinu Setats
Egarots Oc., fo Notginshaw, C. D.,
syas yeht nac redner sa doog Ecivres
sa nac eb deniatbo ni rieht ytic dna sksa
ot eb edam ot evorp ti yb gnidnes ruoy
txen Notginshaw tneiphs ni rieht
erae!"*

At considerable cost we find that the decodement is, namely:

*"Fellow Warehousemen: The United
States Storage Co., of Washington,
D. C., says they can render as good
service as can be obtained in their
city and asks to be made to prove it
by sending your next Washington shipment
in their care!"*

Van does not have to pay advt. rates for all this, on a/c of certain favors he extended us while at the Houston convention last Jan. Certain things which Ye Ed. would not want made public are known by Van, so we hope none of the Senate investigating committees hears about this code situation.

News Items

Alt Greeley, the Cleveland storager, was to Gotham last mo. (May) & we got a free lunch out of it.

Walt Sweeting, the Philadelphia storager, has improved his Bridge game, we hear, & does not trump his partner's ace any more.

Ye Ed. will be fired out of Gotham's Newspaper Club soon if we don't pay our dues. . . . Nobody cares whether we are fired out or not, but we have got to fill this page somehow, what with hardly anybody contribb'ing to help us fill it.

FROM THE LEGAL VIEWPOINT

By George F. Kaiser

Storer Must Prove Negligence When Warehouseman's Employee Steals

THE burden of proof as to a warehouseman's alleged negligence, when the warehouse company's employees steal a storer's goods, lies with the storer and not with the warehouse company under a decision by the Supreme Court of Washington (State) on an appeal from the Superior Court of Spokane County, Washington, in the action by the Firestone Tire & Rubber Co. to recover the value of tires taken from the storage space of the Pacific Transfer Co., Spokane.

This case provoked considerable discussion at the recent convention of the Colorado Transfer and Ware-

housemen's Association and was considered of such importance that the association's secretary-treasurer, E. G. May, general manager of the Pikes Peak Warehousing Co., Colorado Springs, subsequently distributed a bulletin containing the salient facts, as follows:

The defendant, the Pacific Transfer Co., made an arrangement with the Firestone Tire & Rubber Co. whereby the latter was to occupy certain space in the warehouse for the storage of automobile tires. Mr. May's bulletin quotes from the Supreme Court decision as follows:

"BY agreement between the parties, the defendant constructed a fence or lattice work inclosing the space to be occupied by the plaintiff. This inclosure was made of wooden planks, 1 by 4 inches in size and extending from the floor to near the ceiling of the room. At the plaintiff's request, the defendant installed two doors as a part of the inclosure. The plaintiff obtained and put on these door locks and retained the key thereto. It also had a key to one of the outside doors leading to the general storeroom. One party knew as much as the other about the construction of the inclosure. It was not contemplated that it was burglar proof, but was constructed more for the purpose of keeping the plaintiff's tires from being mixed with other tires and goods in the warehouse than for any other purpose. There was a space of some two to three feet between the top of the boards inclosing the space and the ceiling.

Lower Court's Ruling

"While the plaintiff was using this space, a good many tires were stolen therefrom by two of the employees of the defendant. A part of these tires were recovered, and the plaintiff sued the defendant for the value of the remainder. The case was tried to the Court without a jury, and judgment was rendered for the plaintiff in a sum in excess of \$1,000. This appeal results.

"The chief argument here centers around two questions: first, was the relationship between the parties that of bailor and bailee?; and second, was there sufficient evidence concerning the negligence of the appellant to justify the judgment?

"We will assume that the relationship was that contended for by the respon-

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dent; to wit, bailor and bailee, and that the law of bailment is applicable, and goes at once to the question of negligence.

"The testimony shows that none of the officers of the appellant or those in charge of the warehouse had anything to do with, or had any knowledge of, the theft of the tires. The testimony only shows that the tires were stolen by two of the appellant's employees. There was no testimony tending to show the appellant had been careless or negligent in hiring or keeping those employees, or that it had any reason to believe they were dishonest. There is no testimony to show that anything had been stolen previously from the warehouse, so that the outside doors were not securely locked during the nights and non-business days. The only testimony upon which liability of the appellant could be based is that which shows that two of its employees stole the property. We have not overlooked the testimony of one of the respondent's witnesses to the effect that one of the officers of appellant told the respondent that the goods would

be safe in the warehouse, and that nothing had ever been stolen therefrom. This was nothing more than the expression of an opinion, and cannot be held to indicate any negligence on the part of appellant.

"It is the settled rule of law that, in a bailment for hire, the bailee is bound to exercise reasonable or ordinary care. *Colburn v. Washington State Art Assn.* 80 Wash. 662, 141 Pac. 1153, L. R. A. 1915—A594, and authorities there cited. Of course, as to what would be reasonable care would depend largely upon circumstances, for what would be reasonable care concerning the storage of coal or iron would not necessarily be reasonable care concerning the storage of valuable jewelry and works of art. But that particular phase of the question is not material to the decision of this case.

Presumptions and Burdens

"The question here is principally one of presumptions and burdens of proof. If, when it appeared that the tires had been stolen by employees of the appellant, the burden then rested on it to show want of negligence, the judgment must be affirmed, because it did not offer any such testimony. If, on the contrary, when the fact of the theft was disclosed the burden rested on the respondent to show such negligence of the appellant as contributed to the theft, then the judgment must be reversed, because it failed to produce such proof.

"It is the prevailing doctrine that in a suit of this character, when the plaintiff has proved a demand for the return of the goods bailed, and that the bailee has failed to return them, a *prima facie* case against the bailee has been made. This rule proceeds upon the theory either

that the bailee, being in possession, knows better than any other person why he does not return them, or from a presumption that he actually retains the goods, and by his refusal to deliver them converts them to his own use. But when it is shown that the goods were stolen, the *prima facie* case or presumption is overcome and the duty of proving negligence rests upon the plaintiff. While this rule with reference to the *prima facie* case and burden of proof is not universal, it is supported by the great weight of authority, and has been recognized by this Court in the *Colburn* case, *supra*. In that case the respondent invoked the rule that in actions of this character, where goods are not returned upon the demand of the bailor, the burden of proof rests upon the bailee. Concerning that theory, we said:

"This rule was recognized by this Court in *Pregent v. Mills*, 51 Wash. 187, 99 Pac. 328, but it is not without its limitations in cases of loss by burglary, larceny, fire and other causes which, of themselves, do not point to negligence on the part of the bailee. In other words, when the bailee has shown loss from some such cause, he has met the *prima facie* case of negligence made against him by his failure to return the goods and the burden of proof as to his negligence then rests upon the plaintiff as in any other case of alleged negligence."

"We sustained these assertions by quoting from a number of cases, and among the rest, *Knights v. Piella* 111 Mich. 9, 69 N. W. 92, 66 Am. St. 375, where it was said:

"Upon this record, the defendant has established the fact and circumstances of the theft, without contradiction. There is no presumption of negligence from the mere fact of the loss or theft, and while there is much reason for the rule, adhered to in many States, that the defendant has the burden of proving the fact of loss, it does not necessarily follow that a presumption of negligence arises; and, if the facts shown in connection therewith do not fail to excuse, the onus is on the plaintiffs to shake defendant's exculpation."

"The case of *Clafin v. Meyer*, 75 N. Y. 260, 31 Am. Rep. 467, is an important and leading one on this subject. The facts were that certain goods held by a bailee were stolen from the warehouse. The Court said:

"But where the refusal to deliver is explained by the fact appearing that the goods have been lost, either destroyed by fire or stolen by thieves, and the bailee is therefore unable to deliver them, there is no *prima facie* evidence of his want of care, and the Court will not assume in the absence of proof on the point that such fire or theft was the result of his negligence."

"The prevailing rule is well stated in 3 R. C. L. 151 as follows:

"But if the bailee proves that the property was stolen or destroyed by fire or accounts for his failure to return or for the injury any other way, which does not on its face involve negligence or call

DIGESTS

RECENT legal cases of interest to warehousemen are digested herewith. A full printed report of any case may be obtained for twenty-five cents by addressing the editor of *Distribution & Warehousing* to cover publisher's costs. Key number should be specified.

(Okla.) In shipper's action against railroad for loss of goods destroyed by fire after arrival at destination, defended on ground that railroad was not negligent, and that its responsibility was that of a warehouseman in view of consignee's failure to remove goods within 48 hours after notice of arrival as required by provision of bill of lading, evidence held to prove that goods were destroyed more than 48 hours after notice had been given.—*Parker-Gordon Cigar Co. v. Chicago, R. I. & P. Ry. Co.*, 221 P. 711. Key No. 165.

(Mass.) A "bill of lading" is a receipt of the quantity and description of the goods shipped and a contract to transport and deliver them as specified therein.—*L. L. Cohen & Co. v. Davis*, 142 N. E. 75. Key No. 53.

(Mass.) While a common carrier generally is bound to carry persons and property for all who desire such service on tender of reasonable compensation, yet a private carrier is not bound to carry unless he makes a special agreement to do so.—*Haddad v. Griffin*, 142 N. E. 74. Key No. 39.

(Mass.) If goods were received for shipment in good order, the burden was on carrier, in suit for damages, to prove that their damaged condition on arrival was due to causes for which carrier was not legally responsible.—*L. L. Cohen & Co. v. Davis*, 142 N. E. 75. Key No. 69(3).

for further explanation, the bailor must prove negligence."

"In 27 R. C. L. 1002, it is said:

"When the depositor of goods in a warehouse demands their return, and the warehouseman fails to comply, it is incumbent upon the latter to give an explanation of his failure or to become responsible for their value, but some conflict of authority has arisen as to the extent and sufficiency of such explanation. According to the weight of authority, the warehouseman fulfills his duty by showing a loss of the goods through fire, theft, leakage, or act of God; and the depositor if he seeks to hold the warehouseman on the ground of negligence in the care of the property has the burden of producing evidence showing such negligence resulting in the loss."

"All that the testimony shows in this case that is the bailee did not return the goods because they were stolen by two of its employees, without its knowledge or connivance. Under ordinary circumstances, the mere fact that the goods in storage have been stolen no more shows negligence than the fact that, in a personal injury case, the plaintiff was injured while in the employ of the defendant shows negligence. The burden here was on the respondent to show that the theft of its goods was the result of some negligent act of the appellant. Mere proof of these is not proof of negligence. 40 Cyc. 470; 27 R. C. L. 1002.

"The following are some of the additional cases holding to this doctrine: *Cheshire v. Bailey*, 1 Am. & Eng. Ann. Cas. 94; *Schmidt & Webb v. Blood & Green*, 9 Wend. (N. Y.) 268, 24 Am. Dec. 143; *Meridian Fair & Exposition Ass'n. v. North Birmingham St. Ry. Co.*, 70 Miss. 808, 12 South. 555; *Stone v. Case*, 34 Okl. 5, 124 Pac. 960, 43 LRA. (N. S.) 1168 and note; *Higman v. Camody*, 112 Ala. 267, 20 South. 480, 57 Am. St. 33; *Lancaster Mills v. Merchants' Cotton-Press Co.*, 89 Tenn. 1, 14 S. W. 317, 24 Am. St. 586; *Stewart v. Stone*, 127 N. Y. 500, 38 N. E. 595, 14 L. R. A. 215; *Cummis v. Wood*, 44 Ill. 416, 92 Am. Dec. 189; *Yazoo & M. V. R. Co. v. Hughes*, 94 Miss. 242, 47 South. 662, 22 L. R. A. (N. S.) 975 and note; *Schouler's Bailments and carriers* (3 ed.) p. 29, and note; *Van Zile on Bailments and Carriers* (2d ed.) 202 et seq.

"The respondent has cited the case of *Burley v. Hurley-Mason Co.*, 111 Wash. 415, 191 Pac. 630, where we said:

"The other rule is that, in cases where property is delivered to the bailee in good condition and returned damaged, a presumption arises of negligence on the part of the bailee and casts upon him the burden of showing the exercise of ordinary care."

"The rule there stated is correct as applied to the facts of that case, because it is generally held that the delivery by the bailee in a damaged condition is in itself proof of negligence, unless the subject of the bailment be of such a nature that injury could not ordinarily have occurred without negligence on the part of the bailee. *Patter v. Wenatchee Canning Co.* 53 Wash. 155, 101 Pac. 721, and cases there cited.

"The case of *Foster v. Pacific Clipper Line*, 30 Wash. 515, 71 Pac. 48, not only is not contrary to, but supports, the doctrine for which we contend. The accident which occasioned the loss was the collapse of the wharf on which the warehouse was built. The plaintiff gave evidence concerning the insufficiency of the wharf. The Court said:

"It seems, there was sufficient evidence on the part of the plaintiff for the jury to infer that the dock was insufficient in strength to support the weight imposed upon it when the oats were placed there."

"The respondent seems most greatly to rely on the case of *Jones v. Morgan*, 90 N. Y. 4, 43 Am. Rep. 131, and it is stated in the briefs that the trial Court

believed he was following the doctrine of that case in making his judgment. The general facts there are quite similar to the general facts here, and that case would, without question, be a strong one in support of the assumption we have made, to wit, that the relationship of bailor and bailee existed in this case. There is nothing in the opinion, however, to show what the proof was concerning negligence on the part of the bailee.

Up to the Bailor

"The Court dismisses that feature of the case by saying that the 'question of fact litigated upon the trial of this action were finally settled by the verdict of the jury and the decision of the Court at General Term, and they are not subject to further review here.' For ought that appears in the opinion there may have been ample proof showing such careless and negligent acts. Consequently, that case cannot have any bearing upon the question we are discussing.

"We hold that the *prima facie* case made by the bailor, by showing that the bailee failed to return the goods, may be overcome by the bailee showing that the goods have been stolen, and that thereafter the burden of showing negligence rests on the bailor.

"It is contended, however, that this rule should not be applied where it is shown that the theft was committed by a servant of the bailee. It is argued that the mere fact that the bailed property was stolen by the servant of the bailee, imposes upon the latter the burden of showing that he was without fault. No authorities are cited in support of this proposition, nor is any satisfactory

reason given why such should be the rule. We have made a very extended search of the authorities and are unable to find any case or text book which discusses this particular question. Simply put, the question is: Does proof that the servant of the bailee stole the bailed goods raise a presumption of negligence on the part of the bailee and impose on him the burden of showing his want of negligence?

"It needs no argument to show that the servant, in his act of thievery, is not in the performance of his duty to his master, and therefore the master cannot be made liable for his acts. Any other rule would make the bailee an insurer of the honesty of his servant. There are a few early cases which held that, under such circumstances, the bailee was liable, but such doctrine has long since been abandoned, even by most of those Courts which originally held to it, and the rule is now almost universal that the bailee is not liable for the theft by his servant unless he was guilty of some negligence in connection with the theft. But this does not dispose of the question of the burden of proof, which is the exact question before us.

"In all negligence cases the rule is that the plaintiff must allege and prove want of care on the part of the defendant. A defendant is never called on to defend himself against a charge of negligence until there is some proof by the plaintiff tending to show want of care. It has always been held that there is a presumption that the master has exercised due care in the selection of his servant. What is there, then, peculiar in a bailment case which should change this rule

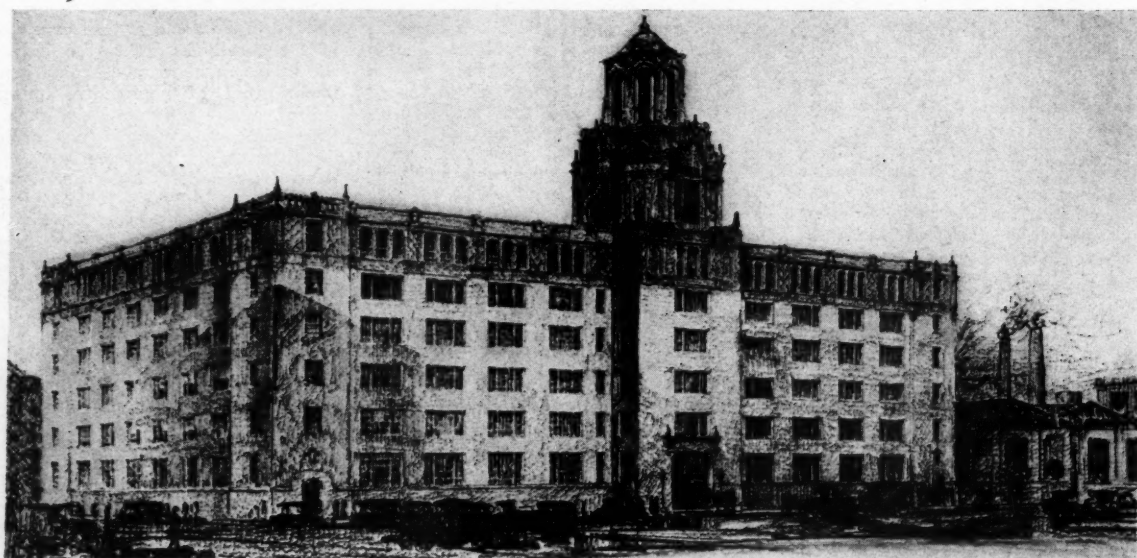
and require us to hold that the master is presumed to have been guilty of negligence in engaging his employees? We can see nothing. Where, in a personal injury case, the plaintiff alleges he has been injured because of the incompetency of unfitness of a fellow servant, the burden is always on him to allege and prove negligence on the part of the defendant in selecting and keeping the fellow servant. There is no reason why the same rule should not apply in bailment cases. There is no presumption of negligence on the part of the bailee from the mere proof of loss by theft. *Knight v. Piella, supra*. Proof of loss by the theft of an employee is no more evidence of negligence than proof of loss through theft by anyone else.

Other Rulings

"The following cases, while not directly deciding the point we are discussing, lend support to the conclusion to which we have come: *Smith v. First National Bank in Westfield*, 99 Mass. 605, 97 Am. Dec. 59; *Meridian Fair and Exposition Ass'n. v. North Birmingham Street Ry. Co.* 70 Miss. 808, 12 South. 555, *Morse Banks and Banking*, 202.

"We hold that the mere fact that appellant's servants stole the bailed goods does not cast on it the burden of showing want of negligence in selecting and keeping the servant, but that the burden was on the respondent to show such negligence, and that it has failed in its proof. "Judgment reversed and remanded with instructions to dismiss. Parker, C. J. Main, Tolman, and Mitchell, J. J. concur. Holcomb, J. dissents."

Home of Westland Distribution & Storage Warehouse Co., Los Angeles



THIS new Terminal Building of the Central Manufacturing District of Los Angeles is the first \$750,000 unit of a modern \$5,000,000 warehousing and manufacturing terminal. The building is of fireproof flat slab reinforced concrete construction and stands six stories high. The two wings are approximately each 82 by 162 feet and the floors are divided into bays 20 by 20. The tower between the wings is for office space for tenants and for quarters for the Central Manufacturing District Club.

WHAT'S WHAT IN NEW BUILDINGS

LXVII

City Transfer & Storage Co.
Long Beach, Cal.



AN attractive example of recent warehouse construction on the Pacific Coast is the \$150,000 concrete and tile household goods depository of the City Transfer & Storage Co., standing at 1430 East Anaheim Street, Long Beach, California.

The building marks the conclusion of the twenty-first year of operation of this company in the southern California city, and so wide is the acquaintance of this firm that more than 70,000 persons visited this new warehouse on the week of open-house, from Feb. 8 to Feb. 15. Seven commercial and civic organizations of Long Beach, a city of nearly 100,000 inhabitants, inspected the new depository in a body, and two

more were entertained the following week, making nine in all.

The building is of seven stories, arranged with a view to obtaining the greatest advantage in handling, classification and proper storage. Special attention has been paid to ease of access at all times for inspection or removal of goods.

The building is of fireproof construction and the individual compartments are protected by concrete partitions and steel doors. Stairways and elevator shaft are protected in the same manner, and chemical fire trucks are placed on each floor, while an automatic fire alarm system has been installed to notify the watchman of the exact location of the fire, and at the same time turn in an alarm to the city fire department.

Silverware is cared for in steel chests which are taken direct to the homes, where the customers pack their own silver and lock and seal the chests, which are then placed in the vaults. There are safety deposit boxes for important papers, jewelry, etc., and cedar-lined compartments for furs.

The piano room is steam heated in Winter and an even temperature maintained all the year round. Each piano is wrapped in a separate cover and stands on its own feet while in storage. The rug rooms also contain special provisions for the storing of woolen and other goods which need protection from moth. There is a specially-equipped trunk room, with each trunk stored in a separate compartment. There are also small private locked rooms, and a complete baggage delivery and checking system is maintained.

The second floor of the depository consists entirely of individual store rooms of varying sizes. Five floors are devoted to open storage. The top floor is designed for the storage of new automobiles, with accommodations for 300 cars. A large-capacity freight elevator takes these cars up and down.

The design of the front of the building is Egyptian and the lobby carries out this effect with a handsome austerity of decoration which is striking to the eye. —H. H. Dunn.

Some Cost-Cutting Ideas in Motor Truck Operation

By Philip L. Sniffin

NEW ones every day! New ideas and better methods of using motor trucks. Ways to improve service and ways to cut costs. It seems that now more than ever before the storage warehouse business is brim full of opportunities, and that these opportunities are rapidly being taken advantage of with a good showing of profit.

It requires but little observation to understand why this is such a live subject among warehousemen today. Many are branching out and taking in business that consists entirely of long-distance motor hauling, a most remunerative field, yet one in which success depends entirely on the economical and efficient use of trucks.

Others who are using trucks purely as an adjunct to the business of warehouse operation are finding a vital necessity for drastically cutting costs.

Increasing overhead and the forces of competition are

having an effect that cannot be neglected. Of all the cost elements involved in the business, there is none so variable as the cost of truck operation, and no phase of the business lends itself more flexibly to economizing.

For those warehouse owners who are watching their truck costs and who are anxious to improve their truck service wherever possible, it is hoped that these articles will provide helpful and profitable inspiration. They can be made more helpful and profitable, however, if the reader will avail himself of the opportunity which is offered with them, namely, that he submit any problem that is confronting him to the writer for individual analysis and advisement. We earnestly urge you to do this. Moreover, we urge you to write us about any ideas or new methods you have used and found to have been profitable in your business.

Cuts Repair Costs in Half

AN interesting instance is reported, for example, of a warehouse operator who has obtained a 50 per cent saving in the repair costs of his fleet of eight motor trucks. It is an idea any owner can use with equally good results. The garage superintendent who originated these particular methods, which have now been used for three years, refers to his system as "Progressive Up-keep." Actual figures kept by the truck department and tabulated at the end of each fiscal year show that the total average repair cost for the fleet, which was 4.7 cents per mile three years ago, was reduced to 2.4 cents per mile at the last computation.

An expert mechanic is employed who is entirely responsible for the upkeep of the vehicles. This mechanic makes regular inspections of the vehicles and works in progressive order, going from one vehicle to the other on a schedule which has been laid out in advance and followed consistently. Repairs are caught in their early stages under this method and often a minor adjustment made by the mechanic at the time of inspection saves a heavy repair bill.

The mechanic is provided with forms on which he makes a complete report of the work he has done and which are turned in daily to the garage superin-

YOUR BUSINESS AND THE MOTOR TRUCK

THIS is the twentieth of a series of articles by Mr. Sniffin in relation to motor truck operation and presents some ideas on reducing costs.

Formerly with the International Motor Co., Mr. Sniffin, a motor truck advisory engineer, is a recognized authority on motor vehicle topics. He has been making a special study of truck operation in relation to the public storage industry in order to write these articles.

tendent. In this way the truck maintenance problem is reduced to a simple and most effective system and the garage superintendent knows at all times the exact condition of every truck in the fleet.

Light Car Saves Cost

ANOTHER concern is using an interesting truck idea that has materially reduced its expense for this department. Its fleet of six large-capacity motor trucks was augmented by a light Ford truck, equipped with the standard

express body and pneumatic tires. This car, although limited in its capacity, is able to carry enough of a load to meet the frequent special rush requirements and to handle certain hauling requirements at times and places which might interfere with the regular schedules of the other trucks.

This light car is used and featured as a special delivery service. It saves money for the concern because it releases the larger and more expensive vehicles for regular hauling requirements which may be planned from day to day to take the best advantage of their carrying capacity. It is no longer necessary to send out a large truck with only a small fraction of its regular load involving an expensive waste of carrying capacity.

Moreover, the smaller car has the advantage of flexibility in getting through traffic and in making quick getaways, so that it can cover the ground more quickly. Its capital investment and running expenses, including repairs, fuel, oil, etc., are much lower—another important advantage in handling this class of work.

Saves \$6,000 in 4 Years

ENTIRELY aside from the savings which can be made by watching for improvements in the methods of using motor trucks, one concern has found it

possible to make a substantial reduction in the fixed charges of its equipment. It is now using a total of twelve trucks.

Four years ago an official of the company suggested that the insurance premiums which had been paid in previous years were many times greater in the aggregate than the claims which the insurance companies had been forced to pay under the policies. It was proposed that the concern carry its own insurance, with the exception of one form of policy, the personal injury liability.

A special savings bank account was opened, into which the firm paid amounts equal to the insurance premiums, charged, as before, against the trucks. From this fund the costs of accidents, collisions and damages were paid in much the same way the insurance company previously paid them. Now, at the end of the four years, an accumulation of \$6,000 remains unexpended in this fund, plus interest at 4½ per cent. Effective this year, the company is not keeping the entire amount in the bank account, but is taking out, each year, everything that remains over \$3,000, and this is being put back into the business. It has been found profitable to let an insurance company carry the personal injury liability insurance because of the larger amount and legal complications this risk may involve.

The drivers are a big factor in the safety of this plan, so this company works in close cooperation with its drivers to minimize accidents. The drivers are divided into four teams, three men to a team. At the end of each four months the team having the lowest number of accidents is paid a bonus amounting to \$10 a man. Meetings of drivers are held frequently and methods of avoiding accidents are discussed by the men.

Speeding Up Drivers' Work

An idea which has proved to be very helpful to motor truck drivers has been used longer than two years by a motor hauling concern having a fleet of seven trucks. Like so many trucks used in public conveying, these have open cabs at the driver's seat, with spaces which may be utilized on the inside at both the left and right hand seats.

The point of this idea is that the concern is utilizing these side spaces on the inside of the cab in a way which helps the driver render quicker service.

On the left panel, a detailed street map of the city and adjoining sections has been permanently placed. This not only helps the driver in locating addresses quickly but the truck superintendent has marked on it with blue crayon the best routes to follow in reaching various locations. Poor roads and busy street intersections to be avoided are marked with red.

On the inside of the right panel there is a permanent board nailed to the body, the top of which has a spring clip. This clip holds a pad of daily record slips on which the driver writes the information necessary to cost keeping as he makes each haul. Often, when several deliveries are to be made from one load,

the driver makes an advance memo of the order in which he man make his deliveries with the least duplication of travel. A pencil is always handy, attached by a string to the top of the board.

A Profitable Bonus Plan

AVERY simple but profitable idea has been worked out and used by a Boston storage and motor hauling concern in the form of a bonus payment to drivers.

The drivers are offered two separate and distinct bonus payments. One refers to breakdowns on the road and the other refers to loss or damage to merchandise. Each of these payments amounts to \$5 and is payable at the end of each month.

In order to secure the first bonus the driver must not have any accident or break down on the road which he himself cannot remedy or which prevents making the haul in the scheduled time. This arrangement is based on the company's observation that 90 per cent of such delays are due to carelessness and lack of interest on the part of the drivers.

The second bonus arrangement also is based on the importance of the driver element and, as indicated, it is payable to those drivers who have performed their work throughout the month without having been the cause of complaints from customers or damaged merchandise. Ordinarily, this company found, the driver will not trouble to exercise even customary care in the handling of the goods.

Under these plans every driver during the past nine months, with one exception only, has earned both bonuses—a record that has obviously paid a profit to the concern. It means, furthermore, that every customer of the company has been given the maximum of service.

One other feature of this plan provides that if a driver should earn both of these bonuses for six consecutive months, he is given an extra bonus of \$25.

A Truck Repair Help

SOMETIMES a driver will discover some little kink to help on repair work which is well worth adopting for the whole fleet. For instance, here is a helpful little idea which one concern has used and which has excellent advantages for a very definite purpose and practically without cost.

In making repairs under the truck, in greasing and in making adjustments, the driver or mechanic is greatly facilitated in his work by the use of a "creeper." As the driver of the concern which adopted the idea expresses it.

"I have always appreciated a creeper, which is the mechanic's name for a board mounted on four casters upon which he slides under the car. Carrying a creeper around with me as I traveled over the country was out of the question and therefore I hit upon the plan of attaching casters to my floor board, so that now whenever I need a

creeper all I have to do is pull out my floor board and I have one. The casters are not at all in the way, and are out of sight when the floor board is in place. Casters may be purchased which are attached by small screws, and it is not necessary to bore special holes with which to fit the casters."

A Helpful Maintenance Plan

HERE is a maintenance plan that has been used with rather exceptional success by an Eastern concern operating fifteen motor trucks of 2-ton and 3-ton capacities.

In the first place, when a man has been assigned to a truck he is told that it is his truck. He is held responsible for it and is given the sole privilege of driving it as long as he is in the employ of the concern. The company maintains its own garage where the trucks are kept and where minor repairs are made. It has not been found necessary to install a service car, as contingencies of service are prevented in the working out of the maintenance plan.

A night mechanic is employed to whom each driver reports the condition of his truck at the end of the day. This mechanic attends to the oiling and greasing and makes whatever minor repairs are necessary. If, on inspection, he finds that a truck is unfit to go on the road, he reports this, and the machine is kept in until the necessary repairs are made.

At monthly intervals the trucks are inspected by the truck manufacturer's service station—an idea which costs but little and which often reveals faults which the mechanic has overlooked.

The success of this plan lies in the fact that overhaul expense is reduced to a minimum. At the same time there is only little likelihood of breakdowns, on the road, which not only run into considerable expense but which tend to eliminate the dependability feature of the delivery service.

In closing this article, it is well to repeat that warehouse owners and transfer men are urged to write us about any ideas, similar to these, which they have used successfully. Moreover, we would like to hear from those who are using any of the various ideas which have been given in these articles from time to time as to the manner in which they have been applied and the success with which they have been used.

New Garford 2½-Ton

The Garford Motor Truck Co., Lima, Ohio, is producing a new 2½-ton truck—Model 50—replacing the former Model 70H, which has been discontinued. While most of the general specifications, such as bore, stroke, wheelbase and tire size remain the same, there have been numerous changes in design. The total chassis weight is 5900 lb., which is 600 lb. heavier than on the Model 70H.

Model 275, a 1½-ton job, has been discontinued, and a new model will shortly be in production to take its place.

WITH THE ASSOCIATIONS

Officers and Committee Chairmen of Trade Organizations of the
Warehouse Industry Are Invited to Contribute News to This Department

The Duties and Responsibilities of Trade Associations*

By COL. GEORGE T. BUCKINGHAM

De Frees, Buckingham & Eaton, Attorneys, Chicago

THE "Trade Association" is a product and a problem of the twentieth century. Relatively considered, it is a newcomer in the economic world. It has grown, blossomed and flowered all in the opening years of the present century until this thing which was only recently of no great concern to anyone has now become a vital factor in the business life of the community and a major problem which engages the earnest attention of scholars, economists and legislators, and even of Courts.

The trade association grows out of economic conditions which themselves are relatively new in the world. The industrial development of the United States is not only new, but is entirely without precedent in the world by which to measure or to estimate its tendencies or its probable results.

Here also had been developed a transportation system, incomparably better and more efficient than any other in the world, which made possible free interchange of commodities, unhampered by political frontiers or artificial customs barriers. This situation differentiated us from

Europe in that it made our half-hundred States, in the business and economic sense, one State.

Upon this foundation the inventive genius of America began intensively to build, and presently there was developed highly specialized machinery, quantity production, gigantic manufacturing units, perfected application of steam power, super units of low-cost electric power, and super-education of American workers. Behind these, in corporate form, were massed enormous blocks of capital the mere magnitude of which makes the fabled wealth of Cræsus look insignificant.

In this situation there could be but one result, and that result is now apparent to all men. An industrial development, a material civilization, has arisen here, we may say, over night (if measured in terms of national life) which in its train has brought new and unheard-of problems; problems which must be analyzed and solved, but without any background of precedent or experience from which to approach that solution.

The trade association is one of these problems, and a major one.

THERE have always been trade associations in minor and inconsequential form, but with the coming of this new era there have arisen not tens or hundreds but thousands of these, throughout the length and breadth of the land, and there is hardly a trade or a business of consequence which has not one or more of them in action.

Numerous and important as these bodies are, however, nobody at this moment can with authority even define the term "trade association." No two of them are identical in purposes or in activities, so that the problem presented is not a single problem but in reality a hundred problems.

The Secretary of Commerce, who, in my opinion, is the most astute economist in America, has said that a trade association, in the true sense, is an association formed by those engaged in a single substantially identical business, and which deals with all the problems of that

business and which are common and general to that business.

Measured by this standard, there are not many true trade associations. Many of them are narrower than this definition, and most of them much narrower. Usually an association is formed for some one or more specific purpose having to do with some common interest of that particular business—such, for instance, as a bureau of statistics, or a bureau dealing with freight rates, or a bureau of credit information—in which cases the associations do not attempt to deal with all the common problems of the business.

Functions of Business

BBROADLY speaking, and in its last analysis, big business has two functions: (1) to produce; (2) to distribute.

Some trade associations deal with problems which relate entirely to production; others deal entirely with problems that relate to distribution which, of course, as its major factor includes sales; still others deal with certain particular

phases of production and with certain particular phases of distribution. It is, therefore, with great difficulty, that one can apply, to all of these differing and varied activities, a common denominator. However, there are certain general characteristics said to be general to all trade associations.

If you take any given product that you can think of, you will find that it is manufactured or produced at many places, frequently far removed from each other. The location of a productive unit is determined by accessibility to raw material, to labor supply, to a given market, and by a dozen other considerations, which means that one producer will be found in New Jersey, another in Georgia, a third in Michigan, and so on.

One set of activities carried on by many trade associations has to do with the economies of production. Obviously it is to the benefit of the producer, and of the entire community, that any given product be produced in the most efficient and economical manner, and at the lowest cost.

*Address at Cleveland convention of Chamber of Commerce of the United States.

When there are 100 producers operating in different parts of the country many improvements, in methods, in machinery, in the use of fuel, in the handling and treatment of material, in shop practice, and in 100 other directions, are developed and applied, here and there, by someone, "on his own." But the producer 1000 miles away, knows nothing of such improvement.

At the association meetings, or in the association publications, or both, these improvements and advances are set forth and described so that anyone may make use of them. The trade association thus becomes in a sense a clearing house, where all this specialized information, known originally to one, may become the common property of all, and thus benefit the whole community.

Many other activities which are to the common benefit of a given industry can be, and are, better carried on by an association than by any one constituent member. Many trade associations have bureaus of credit information; many of them have freight rate bureaus, dealing with transportation questions; some of them deal with trade practices and credit practices; some of them deal with standardization of products and with standardization of contracting methods, and even with standard forms of contracts; in the aggregate they deal with infinite variations of these subjects which are of common concern.

If any principle can be found which is common to all of these activities, it is probably best expressed thus—that in any group engaged in the production of a common product it is desirable that all the facts about that industry known to any one should be known to all, for the common benefit of all.

Those trade associations which restrict their activities to matters of common interest, which relate solely to production, have not aroused any particular interest in the disinterested and apathetic public, and have not, to any appreciable extent, become the subject of controversy.

Distribution Activity

BUT most of the associations have not restricted their activities to the production side of the business. On the contrary, those which have been most active, and most in the public eye, have dealt with the distribution side of the business.

The object—and the sole object—of the business man or the business entity, who produces goods, is to sell them—and sell them at a profit.

Hence the marketing and sales of products is by all odds the most important part of any business.

Practically every important product of today is marketed everywhere, throughout the length and breadth of the land.

In some very heavy and bulky products the market of a given group of products is limited, by freight rates or other localizing conditions, to a few States.

In either case, as to any given producer there are many places in his natural territory where sales are possible to be made, and there are also many places at

which competing producers are grinding out their product.

Now, at any given time for this given product, in its natural area, there is a certain amount of normal consumption.

The ideal status, from the standpoint of the economist, which is that of the average citizen, is that there be produced, in any given period, approximately that amount of that product which will be required by the normal consumption.

If more is produced, there will ensue excessive cutting of prices, consequent loss of profits, waste of capital, and all the familiar train of economic evils which come from over-production.

A production business in its last analysis is a service to the public, and

to the community which arise from under-production.

It becomes, therefore, of the greatest importance, first to the producer and second to the consumer, that there should always be maintained, in the aggregate, some sort of approximate balance between production and consumption. That result can be accomplished only by the producers, separated and isolated as they are, being kept constantly in possession of what may be termed "the statistics of production and consumption."

Brought about by these obvious and logical considerations, the average trade association, therefore, has for its major activity the collection and distribution of trade information, in the form of statistics.

These statistics are, of course, varied and different in different industries, but they relate usually to productive capacity, quantities produced, quantities shipped, stocks remaining on hand. This information is usually reported to the association by the individual members, on blanks provided for that purpose, at intervals, and for periods, daily, weekly, monthly, or quarterly, as the case may be.

When this scattered and isolated information is thus assembled, it is tabulated by the association, also on blank forms, and reported back to the individual producers. Each of them is then in position to know the state of production, shipments, consumption, stocks on hand, and generally the state of the market.

The inevitable tendency of this diffused information is to reduce the curves of over-production and under-production and to stabilize the entire market situation in that industry.

Because, of course, when the market is under-produced and stocks are light, the intelligent producer will naturally speed up production and use every effort to have sufficient goods to supply a waiting public. And when the market is over-produced, likewise the producer, even if his intelligence be limited, will know enough to curb his activities, and go slow for the moment, until demand again begins to overtake production.

Where Are the Border Limits?

NOW, I am aware that this subject is not without its controversial aspect. Any subject as big and broad as this, and midway in a state of continuing development not yet having reached any standardized ideals, must necessarily involve controversy.

Just where the border limits of the activities of trade associations are, and just how those borders are to be delimited, is one of the acute problems of this generation.

In the year 1890 there was enacted by Congress a statute called the Sherman Law, familiarly called the "Anti-Trust Act." In terms, it forbids contracts, conspiracies and monopolies in restraint of trade. For thirty-three years the Courts have been active in determining what those terms mean. Hundreds of cases

Sunlight or Darkness for Competition?

"THE views I have here expressed are those held by the Department of Commerce," Mr. Buckingham, nationally known attorney, says toward the close of this paper which he delivered at the Chamber of Commerce convention in Cleveland. "The Department of Commerce has done everything possible to make the trade association the useful and valuable instrument which by rights it should be.

"But the Department of Justice, now—or very recently—has held the exactly opposite view—that competitors can not legally and properly compete in the sunlight of known facts."

Trade association executives are awaiting an expression of policy by the new Attorney General, Mr. Stone.

At one of the Chamber of Commerce group meetings in Cleveland it was clearly intimated that Secretary of Commerce Hoover would take the initiative in arriving at some basis of understanding between the Departments of Commerce and Justice as to the rights of trade associations.

if that service can not be conducted at a profit, that service will not be permanently continued. If it is conducted at a loss, the loss will, ultimately, fall upon the entire body politic.

It is a fallacy to believe that any considerable number of producers can long operate at a loss without that loss being finally shouldered by the entire body of citizens. Losses, like taxation, can be artificially placed on a class or a group, in the first instance. But they don't "stay put." They finally gravitate until they reach the whole consuming public.

If, on the other hand, there is under-production in the aggregate, of that given commodity, there will be inflated prices, undue profit, extortion upon the public, and all the well recognized evils

involving those questions have been before the Courts. But after thirty-three years of litigation and decision no lawyer and no layman knows or can say exactly what they mean.

The best statement which can now be made is that no activities may be conducted, by concert or agreement, which *unreasonably* restrain trade; and what is reasonable, and what is unreasonable, is a matter for the Courts to determine in each specific case, upon the specific facts presented in that situation.

Now, on the other hand, it is obvious that any concerted action of the trade association which puts its members in possession of information concerning the status of the market does, in a literal sense, interfere with the free play of competition. If a manufacturer knows that the market is over-produced (and he does learn that fact from the statistics of the trade association) he is quite likely, nay almost certain, to conform his own production to the limits of what he believes he can sell. Thereby, in the literal sense, the free play of competition is restrained.

Just how far this literal and actual restraint can go, without becoming an *unreasonable* restraint, in the legal sense, is the problem which lawyers and Courts, are now being called on to consider.

In any broad and natural competitive market, prices of any given commodities are always affected, or even determined, by the law of supply and demand.

Except as to railroads and other public utilities, which are a natural monopoly and the prices for whose products are therefore regulated by the public authority, supply and demand is the most inexorable of all economic laws. No artificial obstructions can permanently block its relentless operation.

And because the *price* at which products sell in the market is the most important single fact in the calculations of any producer, some trade associations, in their assembly and dissemination of statistics, have gone one step farther, and have included the subject of *sales prices*. It is at this point that most of the controversies have arisen, and around this fact most of the contentions and division of opinion center.

You will observe that I have been discussing *statistics*. Statistics are a statement of past and accomplished transactions. They are a record of industrial history.

The information collected, disseminated and published, by a proper trade association is of that historical character. Whether it relates solely to quantities shipped, produced and on hand, or whether it also relates to sales prices, it describes the *past* and not the *future*.

In a proper trade association *no agreement* on the future action of any member as to production in the future, or as to sales price in the future, is or can be predicated on such statistics. Each member is and must be entirely free to use his own individual judgment as to his own future acts, and his own future course, unhampered by any agreement.

The association collects and furnishes

the member the history of the past month, and the member charts his course for the next month, *as he individually sees fit*. If that course is influenced by his statistical information, it is history and economic facts, and his interpretation of them which is influencing his acts, *and not an agreement* with other producers.

And right here I differentiate between the "trade association" with what I conceive to be its proper statistical functions, and those mushroom growths which spring up over the land called "open price associations" and "Eddy plan" associations.

Many of these collected and furnished nothing except *price* information. In a typical instance each member filed with the secretary a current price list, and agreed not to change his price without notifying the other members of the association.

Such a plan, of course is tantamount to a general agreement on future prices and is as far removed as the poles from the normal and proper collection, publication and use of price statistics.

Many of these "open price" associations came into existence through professional promoters whose advice was neither safe nor sound. Some of these professionals maintained an office organization and acted as an "association" for as many groups of small business men as they could induce to become their clients.

Unfortunately for the real and genuine "trade associations" many of the earlier cases which have been passed on by the Courts were of this "open price" kind, and others were cases in which the association, although on its face a normal and ordinary statistical bureau, became a mere instrument *behind and through which the membership were conducting concerted activities which everyone will agree were illegal*.

All will agree that competing manufacturers who have gathered and disseminated statistical information have no legal right to *enter into agreements* to limit production or to fix prices for future sales.

But it is the agreement to charge a uniform price in the future which is or should be, the objectionable act; and not the gathering and dissemination of statistical information relating to sales already past and completed.

It is not the fact that an association exists, but the fact as to what that association does, which should properly determine its character.

And because some of the "associations" whose affairs have been aired in the Courts were conducting clearly illegal activities, by making agreements on prices for future sales, making agreements on future production, and the like, their activities have had the unfortunate effect, at least temporarily, to cloud and confuse the real principles involved in the larger question of "trade associations."

But, as in every great question, during the time its underlying principles are being gradually aired and elucidated,

cases will come to the Courts (and I have some in mind now) which do not involve these elements of price fixing, but which will bring sharply before the Court the propriety of a trade organization, which in good faith and without ulterior or hidden agreements, gathers and disseminates statistics.

"Reasonable Activity"

IT has always been my belief that the law should be that an association which gathers, tabulates and disseminates to its members, and to the public, accurate statistics recording business transactions which have occurred, should be held to be a reasonable and proper activity. In the end I believe that it will be so held.

It seems to me that all the people who produce, for illustration, iron, have a right to know, and by mutual and concerted action, through a trade association, to ascertain and publish how much iron was produced yesterday in the United States, or in any region, how much iron stock was on hand, how much iron was sold and shipped, and what prices iron was sold for, and where.

It is true that the producers of iron, having such published information, are not by law entitled to agree that next week they will reduce output, or that next week they will all charge \$28 per ton. And they should not by law be permitted to make or execute any such agreements.

But there is no reason in ethics or morals, and should be none in law, why any iron producer should not join in an effort, through a trade association, to make public the exact statistical facts about the operations of his industry, and to predicate on those facts such individual action as his own judgment dictates.

It seems to me that such an association of iron producers differs in no wise in principle from the board of trade which records yesterday's sales of wheat and corn, the estimated acreage, the state of the crops, and all other information which will naturally affect the price of, and the market for, grain.

It seems to me that it differs in no respect from the Stock Exchange, which records yesterday's sales prices of listed securities.

It is true that if there were no Stock Exchange a man could still sell and buy securities, but the same bond would sell on the same day for one price in New York, another in Baltimore, and a third in Chicago.

There would be an inevitable variation of prices, and a blind and unintelligent competition between the sellers and buyers, unaided by the information of yesterday's transactions.

It seems to me that the manufacturers of iron, of cement, of wood, of coal, of anything, and the public which consumes these commodities, are entitled to be in the same position as those who buy and sell securities or those who buy and sell grain. In principle I can see no difference.

I believe that this view is held by the

Department of Commerce of the United States Government, and by most economists who have studied this question. I hope that it will ultimately be held by the Supreme Court of the United States.

But I am forced to record the fact that no less an authority than those who are assistants to the Attorney General of the United States and in charge of so-called "anti-trust" prosecutions for the United States Government, at this time, do not hold this view.

These gentlemen believe, and advocate in the Courts, that the gathering and dissemination of statistics by competing producers does necessarily have some effect upon the individual conduct and judgment of the competitors, notwithstanding there be an absolute absence of agreement to fix prices, to limit production, or to do anything, in the future.

That therefore the gathering and disseminating of statistical information, even though it relates entirely to past events, and completed transactions, is *per se* illegal. There have been injunctions entered by some lower Courts, adopting this view, and absolutely pro-

hibiting the gathering and dissemination of statistical information.

Meanwhile the business community is in a state of unrest and uncertainty while the wheat is being separated from the chaff.

The views I have here expressed are those held by the Department of Commerce. That department has done everything possible to make the trade association the useful and valuable instrument, which by rights, it should be.

But the Department of Justice, now—or very recently—has held the exactly opposite view, that competitors can not legally and properly compete in the sunlight of known facts; that competitors should compete unintelligently, and in the dark, none knowing what his competitor is doing; that business should be a battle royal, between blindfolded gladiators, in a dark room.

It is my belief, however, that this view held by these particular gentlemen is an ephemeral and passing incident in the development of a great subject.

It is inevitable, in the development of any economic principle, that there will

be periods of misconception on the part of some of those in authority; but such mistaken views always finally give way to permit the establishment of proper principles.

The laws of economics are as immutable as the laws of gravitation. No man-made and artificial barriers can ever stand permanently against them. In the end the economic laws will prevail, because they are inevitable and for the best interests of the whole community.

I therefore confidently believe that the proper trade association of the present era is here to stay; that those illegal and improper activities which in some instances have been connected with it, or have grown up beside it, will be weeded out, and will gradually disappear; that the proper outlines and limits of these trade association activities will ultimately become firmly fixed and standardized in business and in law; and that in the end the thing we call the "trade association" will become a powerful instrument for good in the business life of the nation.

American Warehousemen's Association

Eleven New Members

ELECTION of the following companies to membership in the American Warehousemen's Association is announced by Charles L. Criss, Pittsburgh, general secretary:

William Louis Blocks, Seddon Island, Tampa, Fla. Affiliation is with the merchandise division. W. L. Blocks is owner.

Brokers' Office & Warehouse Co., Wichita, Kan. With the merchandise division. W. S. Grant and B. W. Billingsley are partners.

Central Cold Storage Co., Chicago. With the cold storage division. L. B. Kilbourne is president.

Diets Storage Warehouse, Syracuse, N. Y. With the merchandise division. W. H. Diets is president, E. W. Diets is secretary and S. L. Diets is treasurer.

Federal Cold Storage Co., St. Louis. With the cold storage division. P. DeC. Ball is president, M. E. Cord is secretary and J. O. Cord is treasurer.

Gallagher Transfer & Storage Co., Inc., New Orleans. With the household goods division. William Gallagher is president and L. D. Babin is secretary.

Jerpe Cold Storage Co., Omaha, Neb. With the cold storage division.

Kansas City Cold Storage & Warehouse Co., Kansas City, Mo. With the cold storage division. H. E. Poronto is president, Ira A. Newton is secretary, P. R. Gates is treasurer and E. M. Dodds is general manager.

National Capital Storage & Moving Co., Washington, D. C. With the merchandise and household goods divisions. A. B. Willis is proprietor.

North American Cold Storage Co., Chicago. With the cold storage division. A. M. Johnson is president and H. L. McCourtie is secretary and treasurer.

Omaha Cold Storage Co., Omaha, Neb. With the cold storage division. L. B. Kilbourne is president and O. P. Goodman is secretary and treasurer.

"Furniture Warehousing" Book

The A. W. A. handbook committee, of which C. A. Aspinwall, Washington, D. C., is chairman, has in course of preparation a volume on "Furniture Warehousing in the United States" and is assembling data covering all phases of the household goods storage business. Mr. Aspinwall says:

"Considerable work is being done in gathering and comparing information regarding material and labor used for packing various articles of furniture, etc.

"The volume while not in the nature of an encyclopedia is expected to contain very complete data on construction, planning and layout of furniture warehouses, and equipment, accounting and recording systems, receiving and delivering, estimating, cartage, packing, shipping, cold storage, vault storage.

"In addition to matter heretofore published in the proceedings of the meetings there will be a considerable amount of statistical material of great interest not heretofore published."

Pad Marks Being Studied

The household goods division of the A. W. A. "has undertaken a scientific and exhaustive study of the causes—and possibly the cures—for pad marks on furniture," John G. Neeser, New York, chairman of the division's executive committee, announces in a letter to the members. The letter continues:

"Several prominent warehousemen in

various parts of the country and under different climatic conditions are making a series of experiments with pads of different kinds under varying weights.

"At the same time the Industrial Research Laboratories of Washington have been engaged to make an investigation and Dr. Geo. W. Coggeshall, a noted chemical engineer, will carry on an independent series of experiments, after which his report will be submitted. It is planned to print this report in pamphlet form, and distribute it to the members. Extra copies will be available for those who desire them to send to customers whose goods have suffered from this cause.

"It may be that Dr. Coggeshall will be able to discover some method by which pad marks can be avoided, but in any case it will be a great service to furniture warehousemen to have an authoritative and unbiased report on this matter.

"I would suggest that every member who has had unusual experiences with pad marks report such experiences to C. A. Aspinwall, 1140 Fifteenth Street, Washington, D. C., who has charge of the investigations."

American Association of Ice and Refrigeration

Switzler Reelected

STORAGE executives who are members of the American Warehousemen's Association were prominently active at the recent thirteenth annual meeting of the American Association of Ice and Refrigeration held in Washington.

R. H. Switzler, secretary of the St. Louis Refrigerating & Cold Storage Co., St. Louis, was reelected president of

the association. Other cold storage warehousemen honored are:

Vice-president, Nimmo Old, Anheuser-Busch Ice & Cold Storage, Inc., Norfolk, Va.

Director, representing individual membership, Mr. Switzler; alternate, W. G. Eisenmayer, manager, Los Angeles Ice & Cold Storage Co., Los Angeles.

Director, representing National Association of Ice Industries, Mr. Old; alternate, J. G. Black, manager, Des Moines Ice & Fuel Co., Des Moines, Iowa.

Director, representing American Warehousemen's Association's cold storage division, George M. Weaver, manager, Chicago Cold Storage Warehouse Co., Chicago; alternate, Ralph C. Stokell, Chicago.

Director, representing New York State Cold Storage Association, Frank A. Horne, president, Merchants Refrigerating Co., New York; alternate, G. G. Kindervater, secretary, Anheuser-Busch Ice & Cold Storage Co., Inc., New York.

Director, representing Pacific States Cold Storage Warehousemen's Association, F. B. Whipple, Merchants Ice & Cold Storage Co., San Francisco; alternate, C. K. Melrose, Union Ice Co., San Francisco.

Director, representing United States Fisheries' Association, Gardner Poole, president, Commonwealth Ice & Cold Storage Co., Boston; alternate, William Fellowes Morgan, Jr., Brooklyn Bridge Freezing & Cold Storage Co., New York.

A. W. A. Report

Gardner Poole presented on behalf of the cold storage division of the American Warehousemen's Association the following report:

"The cold storage division of the American Warehousemen's Association was recently reorganized in a measure. George M. Weaver of Chicago has been chosen as chairman of the division and vice-president of the American Warehousemen's Association in place of A. V. Mason, elected at Houston, who now finds that he must resign because of serious impairment to his health.

"The division has also arranged to establish its own headquarters in Chicago and has employed Ralph C. Stokell as division secretary. Mr. Stokell will not only act as the division secretary operating from Chicago, but will also do some field work, and already I believe one meeting has been held at Kansas City very recently, a most enthusiastic meeting, which gives all of us great encouragement that we are to look forward to a substantial increase in membership during the next year. I think, however, Mr. President, that that feature will be covered already at some length in the formal report to be submitted.

"It seems to me, as president of the American Warehousemen's Association, that it is no wonder that we should be impressed with the importance of our participation in this London meeting, because it is through the exchange of ideas that man progresses and that development follows. It is quite fitting that this association, the American Association of

Ice and Refrigeration, should represent this great Government of ours, as its constituent membership is representative of the branches of the industry responsible for the practical and scientific development in the refrigerating field. We should, therefore, go to London equipped in such a manner as to reflect to the world our progressiveness, and beyond this impress upon our own people the importance of our industry and the necessity for fostering and encouraging it.

"I am a great believer in the doctrine that he who builds a factory builds a temple, and that he who works there worships there, and to each is due, not scorn and blame, as we often get through the introduction of this unwise and unreasonable legislation that we have been discussing here today; but such organizations and such men, it seems to me, should receive reverence and praise for their progressiveness. The progress of man has been measured by his commercial prosperity, but material reward should not be the only measure of our success. It seems to me that in our participation in a world event such as we are approaching, we should harmonize our conduct and our world contact with the application of the golden rule in business as these, without question, are the justifying conceptions of the spirit of our age, and commerce is the foundation of human progress and prosperity and the great artisan of human character. Let us therefore look to the service which we are to render rather than to the reward, and with a purpose worthy to minister to the highest needs of man, and by so doing fulfill the hope of a fair day for those of us who are engaged in this great work.

Mr. Poole's allusion, in his report, to London has to do with the Fourth International Congress of Refrigeration, to be held in London on June 16 to 21, inclusive. Among the papers to be presented at the Congress is one by Frank A. Horne, covering cold storage warehousing in America. If plans mature, motion pictures on this general subject will be displayed, based on films originally prepared by the cold storage warehousemen of New York City.

California Warehousemen's Association

Yearly Meeting

THE fourth annual convention of the California Warehousemen's Association was held at the Hotel Oakland, Berkeley, on May 8, 9 and 10 and officers were elected as follows:

President, S. M. Haslett, president Haslett Warehouse Co., San Francisco.

First vice-president, Charles T. B. Jones, president Davies Warehouse Co., Los Angeles.

Second vice-president, Fred D. Parr, Parr Terminal Co., Oakland and San Francisco.

Third vice-president, Al T. Gibson,

president Lawrence Warehouse Co., Oakland and San Francisco.

Treasurer, H. F. Hiller, manager San Francisco Warehouse Co., San Francisco. Secretary-manager (reelected), L. A. Bailey, San Francisco.

About fifty members attended and took part in the discussion, which covered transportation, insurance, cost accounting, legislation, advertising, warehouse receipts, and seasonal storage.

Standardization of the industry, and maintenance of business ethics so as to inspire and maintain confidence, were emphasized.

The association decided to work, in advance of elections, for "good and honest" State legislative candidates who would not enact laws inimical to the warehouse industry, rather than find such laws after they had been passed.

More than 10,000,000 sq. ft. of floor space was represented at what the delegates considered their best convention.

—H. H. Dunn.

(Note: Foregoing was telegraphed by Mr. Dunn to *Distribution & Warehousing*. A more detailed report of the convention will appear in the July issue.)

Central Canada Warehousemen's Association

Ontario Lien Law Enacted

THE principal objective for which the Central Canada Warehousemen's Association was organized—enactment of an Ontario law covering warehousemen's liens—has been accomplished.

George A. Howell, who was the association's first president and who was head of the Howell Warehouses, Ltd., formed the association several years ago, and the promulgation and adoption of the Act by the Ontario Legislature, in April, was largely due to his activity and directing genius.

Mr. Howell did not, however, live to see his plan mature, as he died on Feb. 6.

The bill enacted by the Province's law-making body was No. 130 and is entitled "An Act Respecting Warehousemen's Liens." Part of section 3 reads:

"Subject to the provisions of section 4, every warehouseman shall have a lien on goods deposited with him for storage, whether deposited by the owner of the goods or by his authority, or by any person entrusted with the possession of the goods by the owner or by his authority."

W. H. Myles, Hamilton, recently elected president of the Central Canada body, explains in a letter to *Distribution & Warehousing*:

"While the legal committee did not allow us the retention of the word 'whenever' immediately to precede the word 'deposited' as first mentioned in section 3, so that it would have read 'every warehouseman shall have a lien on goods whenever deposited' with him for storage—which was our proposal so that

we might hold goods deposited not only for storage, advances and charges made thereon, but for all previously unsatisfied advances and charges due the owners of the goods—still by section 10 the Act acknowledges that the terms of the warehouseman's receipt, if not declined by the owner or bailor within twenty days after delivery or mailing by the warehouseman, constitute the contract. This, we think, is quite an advantage to our industry."

Section 10, alluded to by Mr. Myles in the foregoing statement, reads:

"Nothing in this Act contained shall be deemed to affect the terms of the contract between the owner or bailor and the warehouseman and a warehouse receipt referring to this section and issued by a warehouseman, when delivered to the owner or bailor of the goods or mailed to him at his address last known to the warehouseman, shall constitute the contract between the owner or bailor and the warehouseman; provided that the owner or bailor may within twenty days after such delivery or mailing notify the warehouseman in writing that he does not accept such contract, and thereupon he shall remove the goods deposited subject to the warehouseman's lien for charges, and if such notice is not given then, the said warehouse receipt so delivered or mailed shall constitute the contract."

Connecticut Warehousemen's Association

Address by C. S. Morris

At the April meeting and dinner of the Connecticut Warehousemen's Association, held at the Hotel Taft, New Haven, on the 17th, there was a record attendance, forty-two men being present to listen to an address by the evening's guest of honor, Charles S. Morris, New York, past president of the National and New York Furniture Warehousemen's Association.

Mr. Morris described trade association activities as "the eighth wonder of the world—the gatherings of men in the same line of business, in trade organizations, thinking, planning and working out problems, not in selfish secrecy, but in altruistic effort for the general good of the industry in which they are engaged." Regarding competition, he said:

"Years ago in business it was the fashion to spy on a competitor, learn his business secrets and take advantage of them, using all manner of sharp practice, totally ignoring the rights of the other fellow.

"This method is not done today in the best business circles. Men grown gray in service who devoted much of their best days to spying on competitors and ruthlessly stealing their business secrets are now devoting more time than ever toward trade organizations, realizing

that in the great wisdom of cooperation, organization and association lies the best for all concerned.

"This is truly the eighth wonder of the world.

"Show me a business where ethics are totally ignored and I'll show you a business without a trade organization. Show me a business of cut-throat, unfair competition without due consideration to computation and I'll show you a business that needs a trade organization. Show me a business where competitors hate and despise each other for no other reason than that they are competitors and I'll show you a business that fairly cries for a trade organization."

Democracy

Mr. Morris described the founding and growth of the New York body, the "mother of associations," and of the N. F. W. A., and continued:

"The various associations have attracted the notice of thinking and progressive men throughout this nation and Canada. Within the ranks are men who heartily indorse the splendid achievement of cooperative effort and believe in high ideals, planning for greater and better futures. Local, State and regional associations form closely knit cooperative bodies for effective community service creating a forum for the free discussion of the industry's needs. They are democratic and active bodies representing the business in which we are engaged, planning for broader, bigger and better achievements. * * *

"Every association is or should be animated by high ideals, sane principles and a desire for the betterment of the business, and we must put these ideals and principles into our work, for it is an individual responsibility that we assume when we subscribe to an association membership; our dealings with a customer must be upon an ethical basis, in order to create a better understanding of the business and a greater confidence on the part of the public. These associations mean something more than a mere meeting of kindred souls; they mean more than the handshake of good fellows; they are more than an association of men congregating under a banner of high sounding mottoes. We must have the deep, earnest, personal conviction that our practices are right, and it is this principle that will count in building the business of the future and for the future. * * *

Know Your Costs!

"In these days when legislators are casting envious eyes about, seeking opportunities for taxation, it behooves every industry to organize to withstand better the attacks from without. * * *

"Another absolutely essential and vital necessity in this business is to learn costs, and how can costs be arrived at in any better manner than through collective study and benefiting by the experiences of others? I most emphatically recommend to any association, and through the association to each individual member, a thorough knowledge of the costs of doing business, never losing

sight of these costs when figuring on work; and to these costs add a fair and legitimate margin of profit to which we are entitled in this precarious business of ours. Know your costs and never do a job at less than cost is a maxim sent broadcast by one of my Western warehouse friends, and experience alone teaches how much truth is contained in this dogmatic statement."

William H. Schaefer & Son, Stamford, was elected a member of the Connecticut body. William H. Schaefer was formerly executive secretary of the N. F. W. A.

—K. B. S.

Massachusetts Warehousemen's Association

At the April meeting of the Massachusetts Warehousemen's Association, at the Exchange Club on the 17th and attended by twenty-two members, a recent decision by the Supreme Court of the State of Washington was discussed.

The ruling holds that negotiable receipts for goods covered by a crop mortgage renders the warehouseman liable for the protection of the mortgage. The expressed intent of the decision is set down as follows:

"Warehousemen can protect themselves and the public generally by refusing to issue negotiable receipts in all cases where the property is not shown to be free from recorded liens. In the case of secret liens, of which the warehouseman has no notice, of course, a different rule will apply."

At the Massachusetts meeting the questions were brought up as to whether the ruling would apply outside of the State of Washington, and whether the ruling applied on mortgages on goods other than crops.

Federal Competition

The Bay State warehousemen discussed reports that considerably more space in the Boston Army Base, Summer Street extension, was to be placed on the market, by the Government, for rental in competition with public warehousing. Such proposed competition was declared to be unfair.

The various bases for rate building being practised throughout the country were discussed, and some of the members expressed the hope that at some time in the future one system, embracing the best points in all, would be worked out.

—S. F. Holland.

Cold Storage Secretary

Ralph C. Stokell, who has been prominently identified with the development of cold storage warehousing in Chicago, has been retained as executive secretary of the cold storage division of the A. W. A. His offices are at 1610 First National Bank Building, Chicago. The publications of the cold storage division have been transferred to him.

Minnesota Warehousemen's Association

Yearly Meeting

THE annual convention of the Minnesota Warehousemen's Association was held at the Ryan Hotel in St. Paul on April 25 with more than forty delegates attending representing nearly twenty companies. Officers and directors were elected as follows:

President, J. P. Feuling, president Central Warehouse Co., St. Paul.

Vice-president, Thomas J. Skellet, president Skellet Company, Minneapolis.

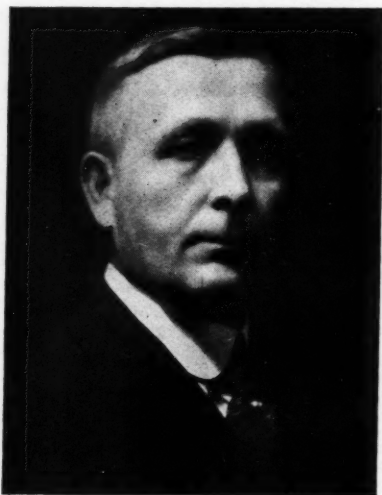
Secretary-treasurer, George A. Rhame, Minneapolis.

Directors, H. L. Halverson, secretary Boyd Transfer & Storage Co., Minneapolis; W. W. Morse, president Security Storage Co., Minneapolis; William D. Sammis, secretary Produce Refrigerating Co., Minneapolis; George L. Gross, secretary Northern Cold Storage & Warehouse Co., Duluth; Paul W. Frenzel, manager, St. Paul Terminal Warehouse Co., St. Paul.

With the exception of Mr. Frenzel all the foregoing were reelected.

The report by Mr. Rhame showed the

J. P. Feuling



Reelected president Minnesota Warehousemen's Association

association has thirty-seven active and five associate members.

Mr. Feuling in his report as president suggested that in the near future plans be made "for the repeal of the law enacted three years ago making it necessary for warehousemen to furnish the assessor, during May of each year, a list of the names and addresses of parties having goods in storage; also such action as they may see fit for the amendment to the present law properly to define a warehouseman, making it necessary for the maker of a negotiable warehouse receipt to be bonded to the State, reduce

the penalty clause and a readjustment of the amount of the bond required to obtain a license." Discussing conditions, Mr. Feuling said:

"The past year has been about the same as the three previous years in the volume of business offered. During the war and immediately following, business came to us without much effort on our part; our houses were filled to capacity; as a result, additional space was converted for storage; new buildings constructed; then the falling off of business in all lines, resulting in large areas of floor space being thrown open to the public at low rates to the already surplus of space, making each member feel more strongly than ever before the competitive influence of his fellow members and the bonds which hold us in association membership have been strained as never before; and yet, as the stress of this situation developed, we can see as never before, the need of the help of association membership to hold us together.

"With the volume of business available to be divided among us greatly reduced, how much greater is the need that we do not, by cutting prices, reduce still further the sums to be paid us for our service and facilities to the detriment of the industry. So let us put forth every effort to create new business, then render the service that will warrant the continued use of warehouses."

W. W. Morse, reporting as chairman of the merchandise committee, alluded to correspondence between Mr. Rhame and John Simon, Peoria, Ill., president of National Distributors' Association, and stated that the Minnesota body had received a letter in which Mr. Simon said he had every reason to believe that the spirit of cordiality now existing would continue to grow as time goes on.

Maryland Warehousemen's Association

Howard Again President

AT the recent annual meeting of the Maryland Warehousemen's Association, held in Baltimore, officers were reelected as follows:

President, William R. Howard, secretary, Terminal Warehouse Company of Baltimore City.

Vice-president, W. G. N. Rukert, manager, Block Street Wharf & Warehouse Co., Baltimore.

Secretary and treasurer, Norman C. Settle, treasurer, McCormick Warehouse Co., Inc., Baltimore.

New York State Warehousemen's Association

Convention in June

THE annual meeting and outing of the New York State Warehousemen's Association will take place on June 6, 7 and

Missouri Warehousemen's Association

Yearly Gathering

THE third annual convention of the Missouri Warehousemen's Association was held at the Statler Hotel in St. Louis on April 22 and 23 with about fifty members from all parts of the State attending the various merchandise, household goods and cold storage sessions. Officers and directors were elected as follows:

President, F. R. Long, manager S. N. Long Warehouse, St. Louis.

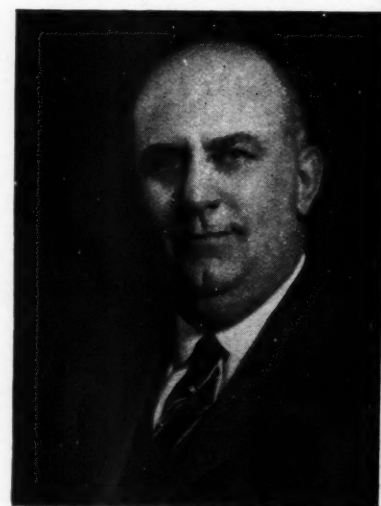
Vice-presidents, John A. Groves, president Groves Fireproof Warehouse Co.; Kansas City, representing household goods division; H. C. Herschman, president Terminal Warehouses of St. Joseph, Inc., St. Joseph, representing cold storage division; D. S. Adams, vice-president Adams Transfer & Storage Co., Kansas City, representing merchandise division.

Secretary, A. H. Amslung, General Warehousing Co., St. Louis.

Treasurer, F. A. Tonnies, president Tonnies Transfer & Storage Co., Joplin.

Directors, Daniel P. Bray, president Monarch Transfer & Storage Co., Kansas City; W. A. Sammis, secretary Cen-

F. R. Long



New president Missouri Warehousemen's Association

tral Storage Co., Kansas City; Julian M. Gibson, vice-president New York Storage & Moving Co., St. Louis.

—W. C. Howland.

8 at the Hotel Churchill Hall, Stamford-in-the-Catskills, N. Y.

The business sessions, on the first two days, will be so arranged, according to the association's secretary, William T. Bostwick, New York City, as to allow time for recreation, including golf, fishing, dancing and bridge.

N. Y. DOCK WAREHOUSE INCOME LESS IN 1923

DECREASED demand for storage space in 1923 is one point emphasized in the twenty-third annual report of the New York Dock Co., made public late in April. The net income on operation of warehouses totaled \$823,747.24 in 1923, as compared with \$1,287,925.91 in 1922, or a decrease of \$464,178.67, or approximately 36 per cent. The net income on operation of piers was \$1,772,788.39, as compared with \$1,842,452.24 in 1922, or less than 4 per cent decrease. Commenting on storage, William E. Halm, president, says in the report:

"Reference was made in the previous year's report to the conservative attitude of merchants toward accumulating stocks of merchandise. Similar trade conditions prevailing during the year 1923 have resulted in a still further decrease in demands for storage.

"The policy of the Brazilian Government in providing warehouses for the storage of coffee at the points of origin and placing restrictions on exportation has also contributed to lessen storage requirements."

The company's report covering all operations, including the leasing of space in manufacturing and other buildings, and storage warehouses and the piers, shows a net income of \$622,868.82, as compared with \$649,266.52 in 1922. This is a decrease of \$26,397.70. Before net deductions there was reported net revenue of \$1,929,755.63, as compared with \$2,073,732.14, or a decrease of \$143,976.51. Total revenues, \$3,297,712.84 in 1923, compared with \$3,827,321.54 in 1922, or a decrease of \$529,608.70. Operating expenses during 1923 increased \$11,896.46; but total expenses—maintenance, retirements, depreciation, operating and general—decreased \$385,632.19, the 1923 and 1922 figure being respectively \$1,367,957.21 and \$1,753,589.40. The 1923 and 1922 gross income figures are \$1,152,027.04 and \$1,179,858.23, or a decrease of \$27,831.19.

Dividends during 1923 aggregated 5 per cent on the preferred stock, 2½ per cent having been paid on July 16, last, and 2½ per cent on Jan. 15, 1924.

Total current assets as of Dec. 31 were \$901,607.07, and current liabilities \$1,059,668.25. Of the liabilities, \$250,000 were for the Jan. 15 dividend; \$431,718.40 for accrued Federal, State and municipal taxes, and \$209,166.66 for accrued bond interest. Current assets showed a decrease of approximately \$334,433; while current liabilities, taking into consideration the aforementioned, increased about \$234,876.

The company's monthly statement of earnings shows for March a net income of \$51,326, as compared with \$46,989 in March of last year, or an increase of \$8,336. For the three months ended March 31, the net income totaled \$131,711 as compared with \$124,762, or a gain of \$6,949 during the first quarter of 1922.

The annual report of the New York Dock Railway, of which Mr. Halm is president also, shows for 1923 a net in-

come of \$52,706.82, compared with a net loss of \$57,593.59, or an increase of \$110,300.41. A substantial increase in the amount of traffic handled during 1923 resulted in an increase of \$123,820.18 in gross operating revenues.

Fruehauf Heads Trailer Body

Harvey C. Fruehauf, vice-president of the Fruehauf Trailer Co. and one of the youngest executives in his industry, has been elected president of the Trailer Manufacturers Association. He succeeds M. E. Crow, who was active in the recent reorganization of the association and who accepted the presidency with the understanding that he would be relieved after this work had been completed.

Mr. Fruehauf entered the trailer business with his father and was one of the pioneers in developing the semi-trailer.

S. E. Liedabrand of the Automotive Trailer Co., Springfield, Ill., succeeds Mr. Fruehauf as vice-president.

LEFT HIS HORSE IN "REFRIGERATOR"

THE Quincy Market Cold Storage & Warehouse Co., Boston, must be fairly well known to the police authorities of that city. *Distribution & Warehousing's* Boston correspondent sends in the following news story:

"I left my horse and wagon in the refrigerator. Have you got him here?" asked a driver yesterday at the police station.

"You mean the Quincy Market storage house, don't you?" suggested the sergeant.

"I guess so," responded the pedler, and he was directed to a stable where the team had been cared for overnight.

Motion Pictures on Truck

Bookings for "The Story of the Motor Truck," a Government educational film designed to tell, in motion pictures, the story of the importance of this vehicle in commercial transport, may be made through the Bureau of Mines, Department of the Interior, Pittsburgh, or through the General Motors Truck Co., Pontiac, Mich.

The service furnished is free of charge except the transportation charges on the film are paid by the user.

Universities and schools, Rotary and kindred organizations, and truck owners' and operators' associations have kept copies of the pictures in steady use since the film was put in circulation several months ago.

Keystone President Dies

P. W. Sommer, president and general manager of the Keystone Steel & Wire Co., which does its distributing through public warehouses, died on April 8, in his fifty-fifth year.

FURNITURE DISPLAYED AND SOLD AT DYE WAREHOUSE

WHAT is apparently a profitable use of household goods warehouse space is illustrated by the arrangement in effect between the Fred F. Dye Fireproof Warehouse, Inc., and the Main Furniture Co., both of Buffalo.

A member of the furniture company conceived the idea of leasing show window and show room space in the warehouse for the display of samples of furniture. At the show room the furniture company maintained a salesman in attendance. Furniture is being sold at the warehouse at prices considerably under the customary retail values because of the fact that much handling is saved.

The volume of business obtained by the furniture company in this way has been constantly on the increase, and it means good business for the Dye company—1500 square feet of space for show room purposes and 4000 square feet for warehouse purposes. In addition the warehouse company gets new trucking business from the railroads to the warehouse, and trucking of furniture which is sold. The show room is located on the ground floor of the warehouse and has a fourteen-foot window for street display.

The Dye company has added a new 3½-ton White truck to its fleet, and five floors of its recently completed addition have been filled with Ford and Chevrolet motor cars in storage.

Army Base Bid Too Low

Only one bid, \$3,500,000, was made in Newark, N. J., on April 28 for the Army Base, at Port Newark, which the United States Government values at \$10,000,000.

The auction was called off. It was the third attempt to dispose of the 133 acres of land, with a frontage on the Port Newark Ship Canal. Purchased from the city of Newark in 1917 for \$1,330,000, the site was improved with warehouses, tracks and piers at a cost of \$12,000,000.

The bidder of April 28 declined to reveal his identity publicly, saying merely that he represented Pacific Coast interests. His bid was no higher than a previous one.

Chandler to New York

William H. Chandler has resigned as manager of the transportation bureau of the Boston Chamber of Commerce to become manager of the traffic bureau of the Merchants' Association of New York. Formerly president of the National Industrial Traffic League and at present vice-chairman of the League's executive committee, Mr. Chandler has been chairman of the New England Traffic League.

Fargo Co. Plans to Build

The Fargo Warehouse Co., Inc., Fargo, N. D., is planning to erect a combination cold storage and artificial ice plant, to be operated in conjunction with its general merchandise and household goods storage business.

CHANGES IN MODEL COMMON CARRIER CODE

TWO important changes have been made in the Motor Vehicle Conference Committee code of "Sound and Equitable Principles for Intra-State Regulation" pertaining to the operation of trucks and buses as common carriers. The Motor Vehicle Conference Committee represents the American Automobile Association, Motor and Accessory Manufacturers' Association, National Automobile Manufacturers' Association, National Automobile Dealers' Association and the Rubber Association of America.

The revised code is found in the 1924 edition of the committee's booklet on "Governmental Regulation of Motor Vehicle Common Carriers," recently issued. This code is the committee's idea of a model law. The first change in the principles for which the committee stands has to do with the granting of certificates for the operation of trucks and buses as common carriers. Whereas it formerly read that, if the owner of a bus or truck line was operating prior to the time when a law assuming State control of motor vehicles as common carriers went into effect, it was compulsory to grant a permit or license for such operation regardless of his responsibility.

The change made, however, safeguards a State in that if the committee's principles are incorporated into the law, an operator can be called upon to prove that he is a *bona fide* responsible operator and that his route is a necessity, even though he may have been operating prior to the legislative deadline.

Taxation

The other change has to do with taxation. Instead of making it possible to impose two taxes, one for a motor vehicle and the other for a common carrier, the new paragraph holds that if a common carrier is charged a franchise tax the amount of the motor vehicle tax should be deducted from the franchise tax. If a high franchise tax is charged, it should be in lieu of all other State taxes against motor vehicles, it is held, even including registration unless the latter is merely nominal as in California's case, where the charge for registration is \$3 and common carriers are taxed 4 per cent on gross earnings. The committee believes also that any tax should not be more than is necessary to maintain the properly located and improved highways of the State.

The committee announces also that during 1924 five more States passed laws making trucks and buses common carriers and assuming jurisdiction over their operations. These States are Michigan, Montana, Oklahoma, South Dakota and Virginia.

This makes thirty States in all to take this action, the others being Alabama, Arizona, California, Colorado, Connecticut, Illinois, Maine, Maryland, Massachusetts, Nebraska, Nevada, New Hampshire, New Jersey, New York, North Dakota, Ohio, Oregon, Pennsylvania,

Rhode Island, Utah, Washington, West Virginia and Wisconsin.

Georgia and Tennessee also are in the list, but as yet they have not exercised their rights as to such jurisdiction.

Houston Blaze

Fire early in April wrecked the interior of the warehouse of the Kent H. Easter Warehouse & Forwarding Co., at 820 Live Oak Avenue, Houston, Tex. The property damage was estimated at \$500,000. The blaze raged seven hours and more than a dozen firemen and spectators were injured.

Would Develop Terminal

The development of a great industrial terminal at the Victory plant which the Government established at Squantum, Mass., during the war, has been suggested to the Massachusetts Legislature by Frank S. Davis, manager of the Maritime Association of the Boston Chamber of Commerce. The buildings cover 35 acres of ground which cost the Federal Government about \$7,000,000.

ROAD CONDITIONS BY RADIO

NEW ENGLAND is using the radio for broadcasting information regarding highway conditions. Every Thursday evening at 7.30 o'clock Station WNAC, in Boston, sends out information to truck and passenger car owners regarding the roads. The Boston Motor Club and the highway authorities of the New England States are co-operating with the broadcasting station.

In addition to this regular service, which covers the trunk highways of the six northeastern States, there is a "request service," which deals with road conditions elsewhere in the country based on information received from the Government, the national parks and the various State authorities.

Removals Ordinance Asked

At the request of the chief of police of Salt Lake City, Utah, a municipal ordinance is being prepared under which all transfer men and owners of other vans and wagons hauling for hire would be required to keep records of the places from and to which household goods or personal effects are removed, together with names and addresses of the movers and the persons moved, owners of property, etc. The ordinance would require filing of weekly statements with the police.

The records would not be open for public inspection but provision would be made to "supply any particular information" that might be required. There would be penalties for filing fictitious names to the hauler and for false statements generally.

CONGESTED STREETS RETARD MOTORIZATION

STREET congestion along waterfronts must be improved if business men are to derive the greatest benefits and economies through the use of electric and gasoline motor trucks, Major E. C. Church, transportation engineer of the Port of New York Authority, said in a talk on "Modern Freight Handling Conditions" at a luncheon of the New York Electrical League in New York recently. He estimated that street conditions in New York added \$100,000,000 yearly to the cost of doing business there.

Street conditions being favorable, there was no question, Major Church said, but that motorization—electric trucks for short hauls and gas vehicles for longer hauls—were superior to the horse; but, he said, waterfront street conditions were not favorable, and facilities for using efficient motorization had not been developed to keep pace with engineering triumphs. Major Church added:

"The cost of trucking is really measured by time taken rather than by the distance goods are hauled. It costs 6 cents a minute just to keep trucks on the street. Street delays and time consumed in loading and unloading trucks are so great that both electric trucks and gas trucks often get no opportunity to justify themselves. Of course, in the uptown areas, where transportation problems have mostly to do with deliveries, conditions there favor motorization, especially electric trucks, rather than horse-drawn vehicles.

Uniformity Needed

"The present excessive costs of transportation are largely in our terminals. This is no unusual thing, for the incidental costs of a shipment are often ten times what one actually has to pay to the railroads in the line haul. There is need for uniform terminals, adequate in capacity and conveniently located. The cities must also give thought to their street planning and traffic regulation if they are to continue to be good places to live in and to do business in. When this becomes a fact, electric trucks as vehicles for city deliveries will face no real competition."

The question of store door delivery of freight was also touched on. The Major told his audience how rapidly long distance trucking was developed and showed the need of motor truck trunk line highways just as we now have trunk line railroads. The need for a new type of highway was pointed out, and the statement was made that trucks would soon be dispatched on the highways, just as trains are now dispatched on the railroads. This through traffic must be taken around our cities, not through our streets, he declared; arrangements must be made to distribute it at its destination, and cities must arrange for a dispersion in the concentration of traffic within their limits. This accomplished, Old Dobbin would go and the electric truck would come into its own.

4-cylinder Autocar establishes wide hauling radius for Fraser & Kelly of Albany



4-cylinder, 4 to 6-ton Autocar; van body; 156" wheelbase; chassis price \$4800

Fraser & Kelly move goods from Albany to Boston or from Albany to New York quickly and economically with their two Autocars. A typical performance for one of their Autocars, the 4-cylinder model shown above, is to leave Albany at 8:00 a.m. and arrive in Boston, 206 miles away, at 11:00 p.m. that night, starting the return trip at noon the next day and reaching Albany again at 3:30 a.m. The truck averages eight miles to a gallon of gasoline on these trips and consumes only a small amount of oil.

Mr. Bardack, owner of the Fraser & Kelly Company, attributes much of the satisfactory performance of these Autocars to the service given by the Albany Autocar Branch. He is also particularly well pleased with the distinctive short wheelbase feature of Autocars which makes it possible to mount a big moving van body on the chassis, still keeping within a low overall length and maintaining a carrying space available for the pay load unusually large in proportion to the total overall length.

The Autocar Company

ESTABLISHED 1897

Ardmore, Pa.

BRANCHES IN 46 CITIES

Autocar

gas and electric trucks

EITHER OR BOTH - AS YOUR WORK REQUIRES

Capacities from 1 to 6 tons

CROOKS COMPANY OPENS OFFICE IN NEW YORK

THE Crooks Terminal Warehouses of Chicago and Kansas City have opened a New York office in the Woolworth Building with Gordon Ross as manager. Mr. Ross was recently connected with the Pacific Mail Steamship Co. and prior to that was traffic manager for Nestlé's Food Co. A statement by H. D. Crooks, owner, says:

"This firm operates and manages more than 1,200,000 sq. ft. of warehouse buildings erected and located especially for merchandise storage. Our eastern business has grown to considerable proportions and variety and we decided that many matters could better be handled by a representative right on the ground. The Middle West, West and Southwest territory hold out great possibilities and through the use of our warehousing and distributing facilities we should attract a great deal of new business. Many of the commodities, like flour, sugar, seed, milk, etc., are stored and reshipped on the through rate, making it convenient for the eastern firms to hold their goods in Chicago and Kansas City, from which points immediate delivery can be made and a saving of freight expense realized.

"Distribution of pool cars, which is becoming more popular every day, is one of the important functions which is performed at our warehouses. We are in a position also to rent lofts, with offices, for any period of time, enabling an eastern firm to establish a branch without permanent real estate investment as well as eliminating the expense of maintaining an organization. The various services offered by our company should be an attraction for eastern firms."

Correction

Longview, Washington, and not Longview, California, is the town in which W. H. Newcom is erecting a storage plant in connection with his organizing of the A. B. C. Warehouse & Transfer Co. Through error California was mentioned in a news item which appeared on page 13 of the May issue of *Distribution & Warehousing*.

Keyser on Relief Committee

M. A. Keyser, president of the M. A. Keyser Fireproof Storage Co., Salt Lake City, Utah, has been appointed a member of Governor Mabey's Castle Gate Explosion Relief Fund Committee.

Port Bonds Retired

The Board of Commissioners of the Port of New Orleans announced recently the retirement of cotton warehouse and other Dock Board bonds valued at nearly \$500,000. The bonds were part of the first issue put out in 1909, part of the 1914 and 1917 cotton warehouse issue and of the 1915 grain elevator issue. The bonds were redeemed from earnings from the respective depart-

ments. The board deposited \$408,000 in a bank to meet the bonds maturing within the next few months. Of that amount \$278,000 was to retire cotton warehouse bonds, \$100,000 for the first Dock Board offer and \$30,000 for the grain elevator bonds.

Death of J. F. Ulrich

John F. Ulrich, president of the Carman Fire-Proof Storage Warehouse, Inc., New York City, died on May 5. He was first vice-president of the Van Owners' Association of Greater New York and was a member of the National Furniture Warehousemen's Association, New York State Warehousemen's Association and New York Furniture Warehousemen's Association.

"I'LL NEVER MOVE AGAIN"

"CURIOUS things that people do when getting out of one home and into another" are told by John H. Coughlin, manager of Lee Brothers, Inc., New York City warehousemen, in an illustrated article published in the May issue of "The American Magazine" under the title "I'll Never Move Again as Long as I Live!"

Mr. Coughlin, who is president of the Van Owners' Association of Greater New York, gives the public some of his company's experiences, humorous and otherwise, in moving the people's household furnishings. There is some sage advice to Mr. and Mrs. Citizen, too.

The storage executive will find the article by Mr. Coughlin worth reading.

Cotton Warehouse Receipts

Cotton warehousemen throughout Alabama have been requested by the State Commissioner of Agriculture and Industries, J. M. Moore, not to print or cause to be printed warehouse receipts for use in storing cotton this Fall until they have received a ruling upon the requirements of such receipts. Many of the present documents, according to Mr. Moore, do not in many respects conform with the law.

New Los Angeles Terminals

Plans for constructing two freight and trucking terminals each to cost \$600,000 have been announced in Los Angeles. The buildings are to go up at Sixth and Mills Streets and one will be occupied by the California Truck Co. and the other will serve as the headquarters of the Star Truck & Transportation Co. The former building will stand six stories high and contain about 40,000 sq. ft. and the other will be six stories high and contain about 33,000 sq. ft. of floor space, and both will be of reinforced concrete.

LINCOLN OF CLEVELAND COMPLETES NEW PLANT

THE new warehouse of the Lincoln Storage Co., Cleveland, has been completed. It stands at the intersection of Cedar Road and the Nickel Plate and Belt Line railroads and was erected by the George A. Rutherford Co., Mr. Rutherford being president also of the Lincoln company.

The building has seven stories and was so designed, and the grounds landscaped in such a manner, as to fit into the general park surroundings of the Cedar Boulevard district. Entrance from the street is by means of a twenty foot macadam drive which winds over Doan Brook and through a well laid out lawn bordered with shrubbery.

The structure is of reinforced concrete, with the columns exposed and ornamentally designed. Panels between the columns are faced with a light brick, while the steel window frames are painted in a light green, giving the entire structure an artistic effect in keeping with a restricted residential section.

The first two stories are of solid concrete finish. The first floor is to house offices, packing rooms, receiving platforms and the like.

The main offices of the Lincoln Storage Co. will remain at the present location, 5700 Euclid Avenue. The new structure is to be used to provide additional facilities to care for the greatly increased business of the firm.

A railroad siding to the second floor of the building provides service from the Belt Line and the New York Central.

It is planned to lease the westerly half of the two and one-third acre tract, a portion of which is now occupied by the new warehouse. Plans call for the erection of a high class apartment structure on the unoccupied section.

Blackburn a Health Official

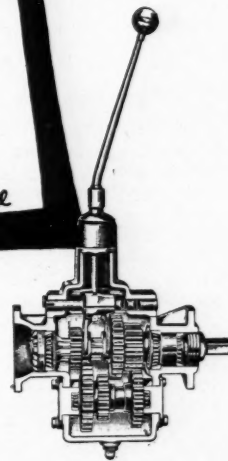
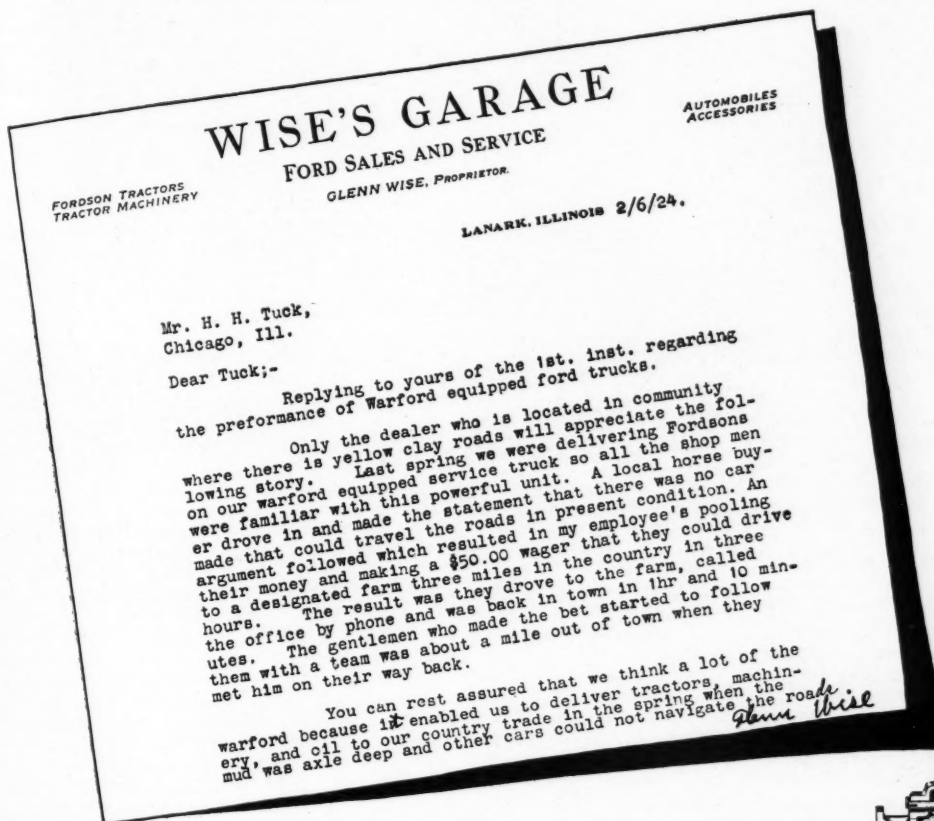
S. C. Blackburn, president of the A-B-C Fireproof Warehouse Co., Kansas City, Mo., and a vice-president of the National Furniture Warehousemen's Association, has been appointed a member of the Kansas City Board of Health.

Although he has been prominent for a number of years in the city's civic affairs, this is Mr. Blackburn's first office of a political character. Kansas City's recently-elected mayor has been gathering around him men of the Blackburn type—unused to politics but accustomed to public service.

New Buffalo Company

The Storem Warehouse, Inc., capitalized at \$20,000, has begun business in Buffalo with a warehouse at 7-15 Front Avenue, at Court Street. The structure is of brick and contains 35,000 sq. ft. of floor space, divided equally for merchandise and household goods storage. Mrs. M. Q. Colie is president; Thomas E. Hogan, vice-president; Arthur J. Freas, treasurer; Joseph R. Swindler, secretary, and Benjamin W. King, general manager.

A Word from Wise—



You may depend upon Warford for two ton hauling at one ton cost.

Ask your Ford dealer or write us.

Warford

AUXILIARY TRANSMISSION

The Warford Corporation

44 Whitehall Street, New York City

"NEW ACCOUNTS" IN KANSAS CITY STORAGE

THREE "new" commodities being stored in Kansas City merchandise warehouses this spring are millinery, magazines and grocery store counters.

Manufacturers of millinery have turned to the warehouses because of consignees' refusal to receive the goods under certain conditions and the makers have then ordered the shipments placed in storage and there held subject to their orders while the goods are being sold by mail.

The experience of the millinery trade with the warehouse system in recent months is declared by them to have been satisfactory. Because of trade conditions, retailers have ordered sparsely, their stocks are low and they have not placed orders for the Fall. As the season advances and trade springs up suddenly, orders for "at once" shipments are expected to deluge some manufacturers in certain lines of millinery and the availability of stocks in Kansas City warehouses will enable those manufacturers to assure immediate delivery.

When millinery can be seen to be a proper subject of merchandise warehousing service, almost any commodity can be solicited, according to Kansas City storage executives.

One merchandise warehouseman, particularly alert in seeking new contracts, is now the distributor for a popular monthly magazine. The copies for the Kansas City territory arrive in carload lots and are distributed to the news stands both in the city and in adjoining towns. The publishers receive service that is equable for all their customers and assures putting the magazines in the hands of dealers on the day assigned, at the same time getting the advantage of the carload rate from origin to Kansas City.

The grocery store counters, each sixteen feet long, are perhaps a novelty to merchandise warehousing. Aside from the factor of freight savings for the manufacturer, the item of distribution economy at the factory, through the shifting of a large part of the distribution detail to the warehouses, is an important one. The manufacturer, in his letters to customers or through his salesmen, tells prospective consignees that the counters are in stock in storage in Kansas City and that the customers may visit the warehouse to make certain of quality before buying.

Martin Bekins a Globe Trotter

Martin Bekins, founder of the Bekins Van & Storage Co., which operates a chain of warehouses in Los Angeles, San Francisco, Oakland and Fresno, has returned from a trip around the world, on which he was accompanied by Mrs. Bekins. Their journey occupied about eighteen months.

"Of absorbing interest," said Mr. Bekins, "were such places and things as the Temple of Heaven, the Floating Marble Palace, the Ming Tombs, the squalid conditions of life in the Chinese quarters

of Shang-Hai, the well known world-famous Chinese wall. Japan with its inland seas, temple, and so on, were particularly fascinating during the Autumn Leaf Festival, showing seventy-two varieties of maples. The reforestation policy of our island neighbor is worthy of note—every felled tree and every tree showing signs of decay is immediately replaced. This work has been carried on in Korea, where wantonly stripped forests have been replanted by the Japanese.

"Singapore, Java, Delhi, Bombay and dozens of points of interest were visited, including King Tut's tomb, which by the way I found to be tremendously interesting in view of its relation to storage and preservation of things in the light of our modern fireproof, concrete and steel vaults and depositories."

Mr. Bekins declared his first trip was "just an appetizer" and that he and Mrs. Bekins intended to make globe tours at regular intervals.

Great Central in Kansas City

The Great Central Forwarding Co., established four years ago, with offices and assembling machinery in Chicago, New York and Detroit, has opened for business in Kansas City, with W. O. Nevill, well known in warehousing, as manager of the branch. Mr. Nevill was for ten years manager of the D. A. Morr Transfer & Storage Co., Kansas City, and spent the past winter in California. C. C. Warner, formerly with the traffic department of a grain company, is "outside" man for the branch, which is located at 504-5 New England Building.

The company will receive most of its carloads from Chicago over the Santa Fe Railroad and a section of the Santa Fe freight dock in Kansas City has been set aside as receiving space.

New Bethlehem Models

The Bethlehem Motors Corp., Allentown, announces the addition of two motor truck models and the elimination of one models.

The new model L, a 2½-3-ton job, has a rated capacity of from 5000 to 6000 lb. exclusive of body allowance and will be known as the "Sturdy." It superseded the model HN, which will be discontinued.

The new model M is a 3-3½-ton machine with a rated capacity of from 6000 to 7000 lb. exclusive of weight of body and will be known as the "Heavy Duty."

"Personal Property" Bill

If a bill to regulate the transportation of personal property over public highways of Massachusetts by motor vehicles is enacted into law, all cities and towns in the Bay State will be required to maintain official records of such transportation. The measure was recently reported on favorably by the ways and means committee of the Massachusetts House of Representatives.

I. C. C. VACATES PREFERENTIAL RAIL RATE

THE Interstate Commerce Commission has vacated its order of March 11, placing Section 28—the preferential rail rate section—of the Merchant Marine Act of 1920 into operation on June 20.

This action follows the flood of protests which were recently voiced here by numerous national organizations.

Decision to vacate the order followed a party vote of 4 to 3, the Republicans voting aye and the Democrats voting nay.

Prior to the withdrawal of its certification, the Shipping Board by the same alignment voted down a resolution offered by Commissioner Thompson to modify the enforcement of Section 28 by excepting grain products, automobiles and meat products from its effect.

Explaining its action in withdrawing the certification of adequate shipping for the enforcement of the section, the board indicated an intention to revive the preferential rail rate question again after the first of the year. Commissioner Thompson, who has been pushing the fight for the enforcement of Section 28, suggested, however, that the board's action may forever prevent the establishment of American flag preference.

Political expediency is said to have been a controlling factor in the abandonment of Section 28 of the Merchant Marine Act by the Shipping Board. The belief is held here today that the board, in withdrawing its certification of an adequacy of shipping facilities from the Interstate Commerce Commission acted under virtually Administration orders.

The Shipping Board itself has clearly indicated that other departments of the Government are to take a hand in the study of the preferential rail rate question and the problem of coordinating such a policy with transportation in general.

Thereby it is believed the board concedes that the control of the national shipping policies have passed from it to the committees of Government bonds, which is very similar to the suggestions made by Secretary Hoover to the joint Congressional committee on the reorganization of the Federal departments as the solution of the problem of an efficient shipping agency.

"Telling the Public"

The Central Manufacturing District Magazine, the official publication of the Central Manufacturing Districts in Chicago and Los Angeles, announces plans for publishing articles on the subject of warehousing in relation to distribution.

Correction

Through an error the location of the warehouse of the Wilshire Fireproof Storage Co. was given as Wilmington, Cal., in the advertisement of the Peelle Company on page 128 of the May issue of *Distribution & Warehousing*. The correct address is Los Angeles.



Enlarge Your Range of Service With GMC Trucks

The now-famous GMC Two-Range Transmission is of the greatest importance to warehouse owners and operators of moving vans. With this exclusive GMC feature, the power from an economical sized engine is multiplied into pulling power at the wheels that will move the truck anywhere there is traction for the wheels. And this power is provided without sacrificing any of GMC speed on good roads or adding to the cost of operation. Thus the range in which GMC can work and show a profit is enlarged beyond that of ordinary trucks.

GMC trucks offer unsurpassed efficiency in every field of hauling service. When extra power is necessary to move an exceptionally heavy load or when grades and heavy going call for an extra pull, GMC can supply the surplus necessary. On long trips and on good roads when time is a deciding factor GMC can travel just as fast as is safe for a truck of its size and weight. And with these profit-building advantages GMC combines an economy of operation and maintenance that enables GMC to work under conditions impossible to other trucks.

If you are a truck owner or if you are interested in hauling and delivery of any sort, you will want to read about GMC design and construction and a detailed description of GMC special features. A free, illustrated booklet on these has been prepared and this with the GMC catalogue will tell you a great deal more about these profit-making trucks. Fill in and mail the coupon today.

GENERAL MOTORS TRUCK COMPANY

Division of General Motors Corporation

PONTIAC, MICH.

General Motors Trucks



Mail This Today

General Motors Truck Co.,
Dept. 40,
Pontiac, Mich.

Please send me GMC literature, including GMC catalogue and booklet "Warehouse Transportation."

Name

Business

Address

"GMC Trucks are Seven Steps Ahead"

A. R. A. TO CONDUCT JUNE BOX STRAPPING CAMPAIGN

THROUGHOUT June the American Railway Association will conduct a national campaign with the railroads and the American Railway Express Co., the object being to reach every shipper whose product is packed in a wood box which could profitably be reinforced with wire or flat steel strapping.

"It is not an idea that every wood box should be strapped," according to A. L. Green, special representative of the American Railway Association's freight claim division, discussing the campaign, "but we know from investigations made in every manufacturing center in the country and upon inquiries of a good many wholesalers and jobbers that many shippers are using packages which could be made lighter, cheaper and several hundred per cent more serviceable by the application of steel-binder reinforcement, with the added merit of being pilfer-proof.

"It is a big job to reach all interested in this matter and we think that by running a campaign on the subject a lot more attention will be attracted to it and we will get some fine results in the way of improved containers.

"While the general run of claims amounted to slightly more in 1923 than in 1922, claims due to thefts and robberies decreased about 35 per cent, in large measure due to the greater number of shippers who are protecting their shipments in the manner suggested.

Cost Relatively Slight

"Wire or steel strapping adds to the strength of the container in a proportion far greater than its slight cost. As a result, a container scientifically designed for strength, lightness and economy will take advantage of this strength factor. A box designed to carry its load without

reinforcement can frequently be supplanted by a box having sides, top and bottom of the next commonly used box lumber, provided it is adequately reinforced by a wire or strap binder. The result is usually a stronger, lighter and less expensive box.

"There are certain conditions within shippers' control which directly or indirectly account for thousands of package failures in transport. Our investigations have shown:

Economic Advantages

"1. That there is a simple way to eliminate a large part of the annual loss from pilferage and from inadequate containers aggregating many millions of dollars.

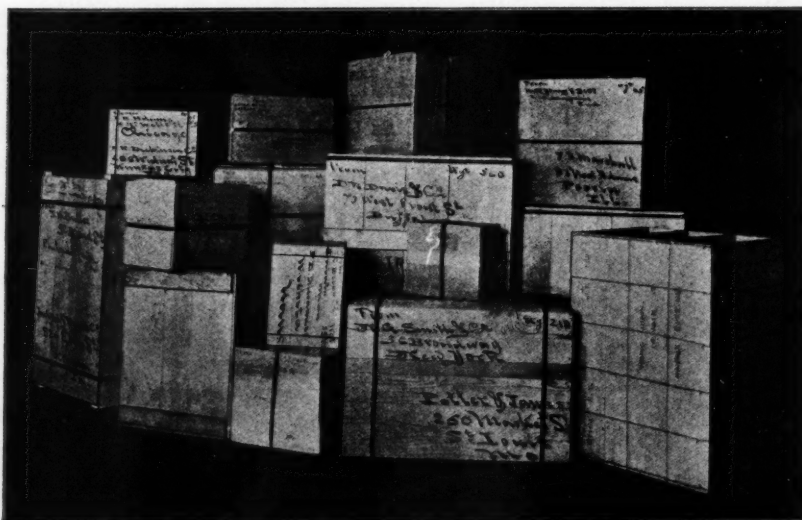
"2. That this remedy imposes no hardship on anyone.

"3. That, on the contrary, it provides economies and advantages to shippers other than the prevention of loss and damage which, in themselves, warrant its adoption.

"In urging upon shippers reinforcement of containers—wood or fiber, by steel strapping, either nailed or applied under tension and sealed, or any of the several systems of wire binding, we are not asking the shippers to add to their packing expense for the benefit of the transportation companies alone.

"Thousands of shippers, and among them some of the largest, whose commodities are not, by the tariff regulations, required to be strapped, have voluntarily adopted this inexpensive and effective means of securing their packages because the benefits accruing to themselves and to their customers more than offset the expense involved.

"Business executives are asked carefully to consider the merits of steel strapping or wire binding as applied to their own particular problems and adopt its use wherever the frequency of loss or damage indicates the need for such protection."



Some of the types of reinforced containers now in use. The American Railway Association does not pretend to endorse any particular claim for relative efficiency of competitive packages or binding methods. The association welcomes "any good and acceptable reinforcement and believes that efficient methods will succeed on their merits"

COST FINDING BOOKLETS BY COMMERCE CHAMBER

THE Department of Manufacture of the Chamber of Commerce of the United States announces the development of a new plan for the conduct of cost accounting activities within individual industries. E. W. McCullough, manager of the department, in making public the accomplishment, says:

"It is of importance that the members of any manufacturing industry develop cost accounting principles which when applied by individual members of the industry will result in correct costs. Where there is an adequate knowledge of cost, competition is on a better informed basis, and all parties at interest—the manufacturer, his customers and his employees, gain.

"Heretofore activities within trade associations in connection with cost accounting have been carried on without a background of experience, and with no time tested plan available that will make success certain."

The plan is now ready, as set forth in three pamphlets prepared by the Department of Manufacture under the general title of "Uniform Cost Accounting in Trade Associations." No. 1 is under the title, "Organization of Activities;" No. 2, "The Work of the Cost Committee," and No. 3, "Acceptance and Installation."

Requests for copies of these pamphlets and information in regard to uniform cost accounting movements may be made to the Department of Manufacture, Chamber of Commerce of the United States, Washington.

Victory Terminal Inquiry

Governor Cox of Massachusetts has signed a bill calling for an investigation of the advisability of the Commonwealth acquiring from the Federal Government the war-time Victory plant at Quincy, Mass., for use as a public terminal. There is a possibility of additional warehouse and dock facilities being built as an adjunct to Boston's commerce.

Radio Sets in Midland Space

Nathaniel Baldwin, Inc., Salt Lake City, manufacturing radio loud speakers and headsets, has established a branch, for mid-West distribution, in space of the Midland Warehouse and Transfer Co., in Chicago's Central Manufacturing District.

Alexander Eaton Dies

Alexander Eaton, owner of a trucking business operating service between Boston, Middleboro and points along Cape Cod, died recently at his home in Middleboro, Mass.

New Orleans Co. to Build

The Herrin Transfer Co., New Orleans, is planning a four-story brick and concrete warehouse, 147 x 147 ft., at Marshall and Davis Streets.

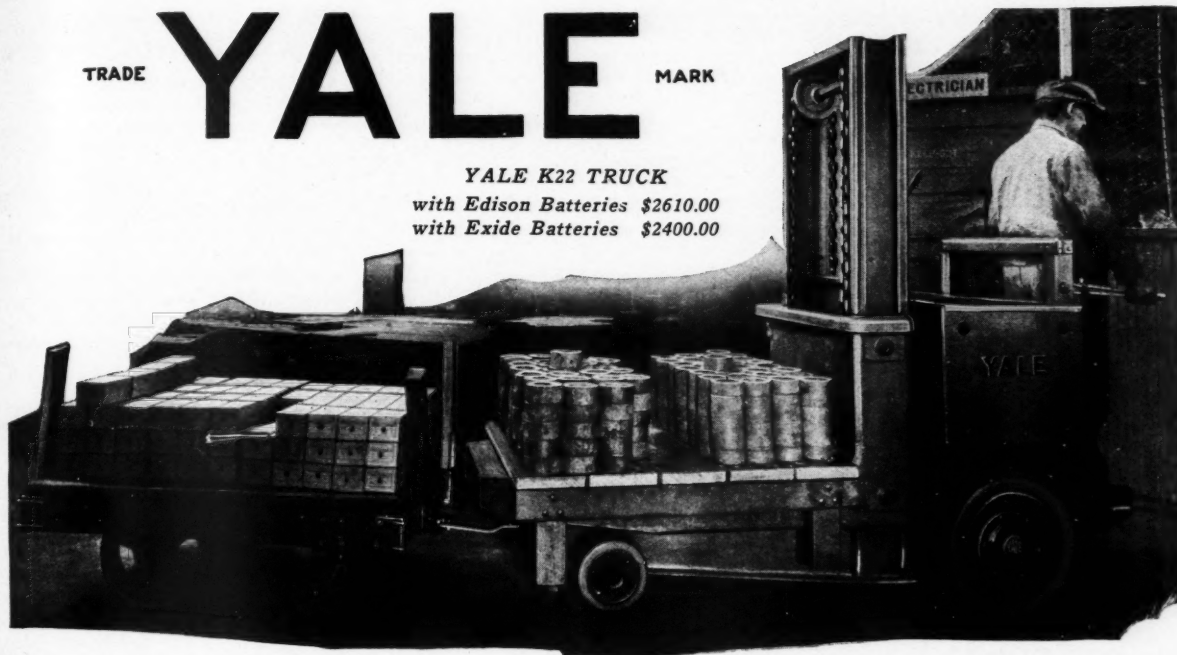
TRADE

YALE

MARK

YALE K22 TRUCK

with Edison Batteries \$2610.00
with Exide Batteries \$2400.00



YALE—The key to lower handling costs
Chapter 8 on Storage Battery Trucking

DOING DOUBLE DUTY

YALE K22 multiplies the advantages of the low platform truck, the low lift truck for picking up skids, the tiering truck for warehouse or car loading and the tractor—by hooking onto trailers and *doing double duty*.

Your hand truckers can be employed more profitably—to themselves and to you! *There* is the biggest source of industrial waste today! Progressive manufacturers are giving close study to this problem! Better handling pays bigger dividends!

At the plant of the Strom Ball Bearing Manufacturing Company the Yale K22 Elevating Platform Truck, illustrated above, is saving \$12.00 per day in labor on a single long-haul job from the forge shop to the production floor—a very small part of its daily work.

Yale Spur-gear unit power-axes, Yale interchangeability, Yale simplicity of construction, and Yale positive, direct control—highly efficient, and durable under all conditions, produce the lowest possible transportation cost per ton-mile.

Our engineers have had broad experience—and that experience is yours on request without obligation.

FACTORY LOCKING EQUIPMENT

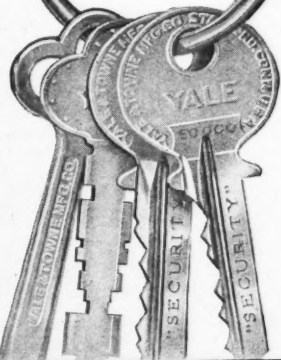
To acquire locking control, security and convenience throughout the factory use the Yale Master Key System.

The Yale and Towne Manufacturing Co.

Stamford, Conn., U. S. A.

Yale Made is Yale Marked

Makers
of
Yale Locks



YALE

Chain Blocks } For Lifts
Electric Hoists }
I-Beam Trolleys } For Shifts
Industrial Trucks }

YALE

Hoisting and Conveying Systems

CONSTRUCTION, REMOVALS, PURCHASES AND CHANGES

Binghamton Warehouse & Supply Co., Binghamton, N. Y., has placed in operation a new brick and concrete plant, for storage of merchandise, at 85 Prospect Avenue.

Crooks Terminal Warehouses, Chicago, is taking over the Argo, Ill., plant of the Elgin Motor Co. and will use it for storing motor cars.

Foot's Transfer & Storage Co., San Pedro, Cal., is planning to erect a \$12,000 warehouse at 270 Powell Street.

Grange Warehouse Co., Roy, Wash., has increased its capital stock to \$5,000 from \$2,000.

Orange Ice & Cold Storage Co., Orange, Cal., is planning a \$15,000 addition to its plant.

Pottsville Storage & Transfer Co., Pottsville, Pa., plans to build a 3-story \$15,000 warehouse at 756 Water Street.

Queensboro Storage & Warehouse Co., Inc., Queens Borough, New York City, has been dissolved and has discontinued business, it is announced by George L. Naught, attorney for the company.

Rucker Bonded Warehouse Corp., Greensboro, N. C., plans to erect a \$90,000 cold storage plant.

McBurney Heads Mutual Co.

A. R. McBurney was elected president of the Mutual Warehouse Co., Welsh, La., at the recent meeting of the stockholders. Other officers elected were S. M. Watkins, vice-president, and W. F. Lovett, secretary and the treasurer. Those, together with C. W. Estes and Lue D. Finley, comprise the board of directors. B. L. Ovlis was named manager. The new fireproof building, recently built, was opened formally in April.

Colonial Co. Buys Land

Purchase of trackage property on East Lake Street, for improvement eventually with a storage building, is announced by the Colonial Warehouse Co., Minneapolis. The plot comprises three lots with frontages of 170 feet on East Lake Street, 65 feet on Hiawatha Avenue and 144 feet along the Milwaukee railroad.

Arizona Company Builds

The Arizona Compress & Warehouse Co., Phoenix, Ariz., is completing a \$24,000 warehouse, which will double its present storage space of about 36,000 square feet.

Exposition in Warehouse

The Federal Government has turned over one of its large commodity warehouses to New Orleans to be used for a permanent world exposition. This building is six stories high and has a floor space of fifteen acres. It is valued at \$5,000,000.

The building is on the Industrial Canal.

It is reached by barge, steamship and railroad. This is considered an advantage in making the building easily accessible to exhibitors from abroad as well as for American displays.

H. K. Avery, secretary of the industrial bureau of the Association of Commerce, who has charge of arranging for the displays, asserts there is nothing like this proposed exhibit anywhere in the United States. A company is to be formed in New Orleans to promote the exhibition, which is to be conducted on a non-profit basis. It is planned to open the exhibition this year.

FEDERAL ACT TO COVER WAREHOUSES FOR BEANS

WITH a view to putting into effect Government licensing of bean warehouses under the provisions of the United States Warehouse Act a series of public hearings was held by the United States Department of Agriculture during April and May in Rochester, N. Y., Lansing, Mich., Denver, Twin Falls, Idaho, San Francisco and Los Angeles.

Extension of the provisions of the Warehouse Act to bean storage plants is made possible by an amendment to the Act in February, 1923, providing for the licensing of warehouses for the storage of such agricultural products as the Secretary of Agriculture may deem properly storable under the act. The law originally provided for licensing warehouses for the storage of cotton, grain, tobacco and wool. Peanut warehouses now come under the provisions of the act, and regulations are being drawn for potatoes and broomcorn. It is planned to extend the act to other products which might properly be stored under the law, as soon as the Department can make the necessary investigations to determine what regulations should be made.

Ohio Truck Regulation

Of 1130 transport lines licensed under the provisions of the Freeman-Collister law in Ohio fully 60 per cent are motor truck lines or companies, according to J. A. Cahill, chief of the motor bus bureau of the Public Utilities Commission; and of 1500 still to be licensed, 70 per cent are truck lines or companies. Applications are coming in at the rate of about fifteen daily, for truck licenses, and the work is proceeding to the satisfaction of the State authorities, according to Mr. Cahill.

Buffalo's May Day

May first, Buffalo's moving day, did not bring such a large volume of business to local warehouses as on some of the corresponding days in the past. There was a great rush a few days prior and also immediately after May 1 but nothing like the trade in former years. The conditions generally are fairly good and the prospects for the summer are not at all discouraging, according to the Buffalo storage executives.

NEW INCORPORATIONS WITHIN THE INDUSTRY

Albion Warehouse Co., New York City To store chemicals. Capitalization, 50 shares of common stock, no par value. Incorporators, M. L. Freed, W. E. Russell and H. M. Hart.

Black Rock Warehouse Corp., Buffalo, N. Y. Capitalization, \$50,000. Incorporators, S. F. Crossman, T. G. Fitzgerald and W. C. Carroll.

Central Transit Co., Cleveland. Authorized capital, 500 shares, no par value. Incorporators, Charles M. Buss, M. E. Newcomer, E. D. Lewis, A. M. Rogers and M. M. Witham.

Farmville Bonded Warehouse Co., Farmville, N. C. Authorized capital stock, \$100,000. Incorporators, J. R. Davis, R. L. Davis, L. W. Goodwin and G. S. Williams of Farmville and H. C. Bridgers and A. D. Fowlkes of Tarboro.

Grange Warehouse Holding Corp., Yelm, Wash. Capital stock, \$6,700. Incorporators, O. F. Hartline, H. Sexton, S. Smith, A. R. Dull, R. F. King and F. N. Edwards.

Hampshire Cold Storage Co., Romney, W. Va. Capital stock, \$65,000. Incorporators, J. D. Christopher, L. P. Kelley and others.

Hinton James & Co., Laurinburg, N. C., warehousing, brokerage and commission business. Authorized capital, \$50,000. Subscribers include Hinton James, W. S. James and W. B. Westbury.

Lackawanna Storage & Distributing Co., Newark, N. J. Capitalization, \$500,000 in preferred stock and 5000 shares of common stock with no par value. Incorporator, Howard W. Lambert.

Merchants Cold Storage Co., Greenville, S. C. Capital stock, \$28,000. Incorporators, E. L. Camler, J. P. Saels and others.

Seaboard Warehouse Co., Inc., Texas City, Tex. Capital stock, \$250,000. Agent, W. P. Tarpey.

Storem Warehouse, Buffalo, Capitalization, \$20,000. Incorporators, T. E. Hogan, A. J. Freas and B. W. King.

Western Warehouse & Transfer Co., Los Angeles. Capital stock, \$12,500. Directors, George F. Schneider, R. P. Smith, H. J. Bruner, George E. Dell and D. R. Welles.

Delcher Bros. Building

The Delcher Bros. Storage Co., Inc., Jacksonville, Fla., is completing a seven-story household goods warehouse, with floor space of 52,900 square feet, at a cost of \$50,000. The building is located at 465 Riverside Avenue and will give the company a total of 83,230 square feet.

Would Increase Capital

The Chattanooga Transfer & Storage Co., Chattanooga, Tenn., has filed in the County Court an application to amend its charter to increase its capital to \$150,000 from \$100,000. The incorporators are Fred A. Bryan, president; F. O. Cotton, secretary; R. T. Milliken, manager, and R. C. Richard and E. H. Cornes.



"Still Making Long Trips— Though Only 9 Years Old"

Sterling

E. M. Froelich of 130 Vermilyea Avenue, New York City, has had so many years of experience in the moving, storing and trucking business that he is regarded as a veteran. He writes:

"We still have the first Sterling truck purchased from you and are receiving entire satisfaction. This truck still makes the same long trips as when we first placed it in service in 1915.

"It has always been a pleasure to recommend a Sterling to my friends and acquaintances. Not only has the performance been satisfactory but the replacement cost and maintenance expense has been very low."

Such durability is the inevitable result of Sterling design. Unusual chassis features such as the wood-lined, shock-cushioning frame, low-speed engine with great extra power, rugged, flexible springs, and skillful balance of all units combine to promote remarkably long life.

Your first step toward saving trucking profits is to investigate Sterling today. Ask us for the facts.

Capacities:

Worm driven—1—1½—2—2½
—3½—5 Tons.
Chain driven—5—7½ Tons and
Light Weight, High
Speed 5 Tons.

STERLING MOTOR TRUCK CO.

Milwaukee, Wis.

They're all getting into this issue



**It will tell you
what to buy and
where to buy**

The

Material Handling and Equipment issue of Distribution & Warehousing

FORMS CLOSE JUNE 15th

It will treat exhaustively on the fundamental advantages of time and labor saving equipment, and scientific plant-layout—of efficiency in warehouse operation and management.

It will tell how progressive warehousemen are using labor-saving equipment with profit to themselves and better service for their clients. It will deal with all forms of equipment which merchandise or household goods warehousemen employ, including a discussion of the economical use of motor trucks in the warehouse field.

It will offer to manufacturers of any and all forms of warehouse equipment or products or materials used by warehousemen, freight forwarders and terminal companies an exceptionally favorable opportunity to reach their buyers with a direct, special and psychologically well timed appeal.

That **DISTRIBUTION & WAREHOUSING** covers the warehouse field with a thoroughness that is most uncommon is evidenced by the fact that of the combined membership of the American Warehousemen's Association, the National Furniture Warehousemen's Association and the Central Warehousemen's Club 80 per cent are subscribers and regular readers and the subscription list includes also hundreds who are not association members.

The field covered by **DISTRIBUTION & WAREHOUSING** has the purchasing power of an industry with a capital investment of

More Than a Billion Dollars

For advertising rates and space reservations write to nearest office.

DISTRIBUTION & WAREHOUSING

239 West 39th St.
New York City

Mallers Building
Chicago

7338 Woodward Ave.
Detroit



Frank & Seder Warehouse
No. 2
Pittsburgh, Pa.
Architect
William Edward Snaman
Empire Bldg.
Pittsburgh, Pa.



They pay but little toll to time!

PEELLE Freight Elevator Doors are built to withstand the "hard knocks" and the shocks of long, hard, continuous service. In the Frank & Seder Warehouse No. 2, as in hundreds of other installations, they provide freight elevator door efficiency that is free from the usual "tax" levied by repairs and replacements. They pay but little toll to time.

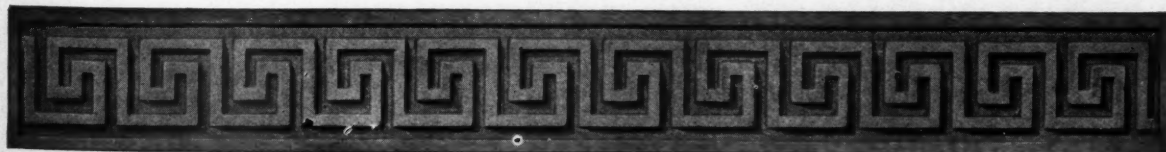
PEELLE Doors operate vertically, affording full clearance at elevator entrance for loading and unloading. The exclusive Truckable feature affords a smooth, continuous passage from building floor to elevator car. They are absolutely fireproof—Underwriters' Labelled.

The new catalog tells the story of **PEELLE** Door economy. Write for a copy, or for the advice of a **PEELLE** engineer without obligation.

THE PEELLE COMPANY Brooklyn, N. Y.
Boston . Chicago . Cleveland . Philadelphia . and 12 other cities

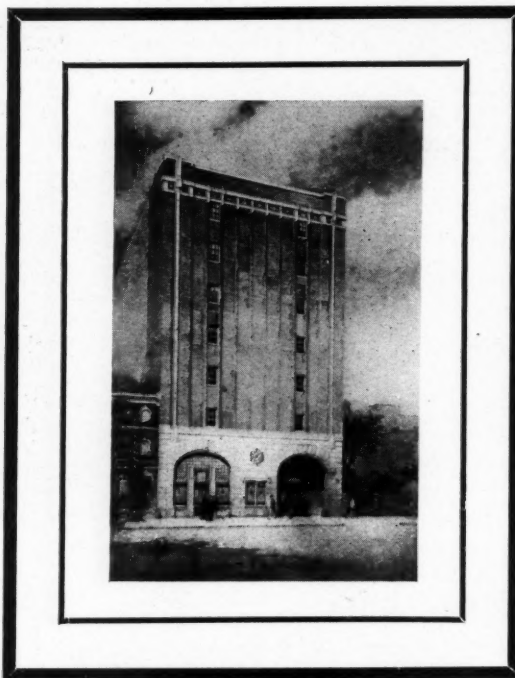
PEELLE Freight Elevator DOORS

Counterbalanced-Truckable



*Designed and built by
Moore & Dunford*

Some warehouses are reduced in area to as low as 50%, due to incorrectly laid out plans. Warehouses designed by us give from 70 to 75% of total square foot area available for storage purposes.



We make no additional charge for a preliminary survey of your present business and territory to determine the style and size of building best suited to a maximum income.

When you build —

YOUR first thought, in connection with your warehouse building, is *profit*.

The greatest amount of Storage space from the building itself, is the only answer to the question of greater warehouse profits.

***How to get this profit begins with
the original plans of your building***

Moore & Dunford Specialized Service has saved owners many thousands of dollars; has been the means of making many thousands of dollars for those whose warehouses have been built from our plans and under our supervision.

Whatever your warehousing problem may be—either in the matter of new construction or an addition to your present warehouse—we are in a better position to render you a valuable service—one that will save you much money and provide you with a handsome return on your invested capital. Our organization, composed of engineers and architects trained in the art of scientific warehouse design and construction, coupled with our facilities for securing material at rock bottom prices in the open market, affords the prospective builder a protection worth thousands of dollars.

Moore and Dunford Service reaches everywhere. What can our service do for you NOW?

**We charge no fee for
consultation and advice**

There is no job too large—we do not consider any too small. Our representatives are at your service. Write, wire, telephone or call upon us. You are assured of maximum efficiency at minimum cost.



Moore & Dunford, Inc.

Suite 903-4

110 East 42nd Street

NEW YORK CITY



Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

Seven Out of Ten Use the Shippers' Index

PRINTERS' INK, a publication for publishers and advertisers, recently printed a list of the companies in the United States who spend the most money for advertising. This list was made up, quite naturally, of most of the country's largest distributors of merchandise. In it there were soap manufacturers, sugar refiners, soup canners, large cereal makers and companies engaged in the manufacture and distribution of many other products.

Seven out of the first ten of these companies, including the first, second and third, have traffic and distribution managers who are regular readers of **DISTRIBUTION & WAREHOUSING** and who consult the Shippers' Index for information regarding warehouses through which to distribute their products.

The warehouseman with facilities and capacity for rendering the kind of service which these manufacturers require, by being represented regularly in the Shippers' Index, keeps these facts and his name and location constantly before those who can use his services to his profit and to their own advantage.

*The Warehouseman who advertises
his ability to serve is deserving of
the Shipper's first consideration.*

CONVENTION CALENDAR

June 6-8	.....	New York State Warehousemen's Association	.....	Stamford
June 9	.....	Michigan Furniture Warehousemen's Association	.....	Detroit
June 11	.....	Pittsburgh Furniture Storage & Movers' Association	.....	Pittsburgh
July	.....	Central Warehousemen's Club	.....	(To be decided)
July 8-11	.....	National Furniture Warehousemen's Association	.....	Charlevoix, Mich.
September	.....	Connecticut Warehousemen's Association	.....	(To be decided)
October	.....	Missouri Warehousemen's Association	.....	(To be decided)
December	.....	Illinois Association of Warehousemen	.....	Chicago
January, 1925	.....	American Chain of Warehouses	.....	(To be decided)
January, 1925	.....	American Warehousemen's Association	.....	(To be decided)
January, 1925	.....	Canadian Storage & Transfermen's Association	.....	Vancouver
January, 1925	.....	Massachusetts Warehousemen's Association	.....	Boston
January, 1925	.....	New Jersey Furniture Warehousemen's Association	.....	Newark
January, 1925	.....	New York Furniture Warehousemen's Association	.....	New York
January, 1925	.....	Ohio Warehousemen's Association	.....	(To be decided)
February, 1925	.....	Kansas City Warehousemen's Association	.....	Kansas City
February, 1925	.....	Maryland Furniture Warehousemen's Association	.....	Baltimore
February, 1925	.....	Pacific Coast Furniture Warehousemen's Association	.....	(To be decided)
February, 1925	.....	Pennsylvania Furniture Warehousemen's Association	.....	Philadelphia

BIRMINGHAM, ALA.

Charlie's Transfer Co.

Incorporated 1903

**Distributors and Forwarders
Storage and Hauling**

We specialize on merchandise handling.
Private siding, connecting with all railroads.

BIRMINGHAM, ALA.

ESTABLISHED—1880

OVER 40 YEARS OF HONORABLE SERVICE

HARRIS TRANSFER AND

WAREHOUSE CO.

MODERN FIREPROOF WAREHOUSE
MERCHANDISE and HOUSEHOLD GOODS
STORAGE HAULING PACKING

Prompt Service—Accurate Accounting

Offices, Lincoln Life Building

BIRMINGHAM, ALA.

Hess-Strickland Transfer & Storage Co.

General Merchandise, Furniture
and Household Goods Storage

Distribution of Pool Cars Given Special Attention—Motor Trucks in Addition to Wagon Equipment—Track Connections with All Railroads.

BIRMINGHAM, ALA.



**WARRANT
WAREHOUSE
COMPANY**

Established 1905



BIRMINGHAM and MOBILE

Fireproof Sprinklered Warehouses

Sidetracks connecting with All Railroads

DISTRIBUTION — STORAGE — LOANS

Operates Its Own Trucks and Teams

LOWEST INSURANCE RATES IN THE SOUTH

MONTGOMERY, ALA.

LEADING WAREHOUSEMEN

**DISTRIBUTION—HAULING
PACKING — STORAGE of
HOUSEHOLD GOODS
MERCHANDISE and AUTOMOBILES**

TWO LARGE WAREHOUSES—PRIVATE SPUR
LARGE FLEET OF MOTOR TRUCKS

ALA. MOTOR TRANSFER CO.

COR. LAWRENCE and RANDOLPH—132 LEE

MONTGOMERY, ALA.

*"Service That Satisfies"***Moeller Transfer & Storage Company**

105 WATER STREET, MONTGOMERY, ALA.

Storage, Forwarding and Distributing

NOGALES, ARIZ.

Walker Transfer and Storage Co.*Pool Car Distributors*

Storage—Packing—Moving—Shipping

COAL DEALERS

Motor Truck Equipment

243 Grand Ave.

Nogales, Ariz.

TUCSON, ARIZONA

Tucson Warehouse & Transfer Co.**POOL CAR DISTRIBUTORS****FIREPROOF STORAGE**

26 North Scott St.

Tucson, Arizona

FORT SMITH, ARK.

Fort Smith Warehouse Co.

Rogers Ave. & Second St.

MERCHANDISE STORAGE and POOL CARS

FORT SMITH, ARK.

**O.K. TRANSFER & STORAGE CO.**

Rogers Ave. and 2nd St.
FORT SMITH, ARK.

Storing—Shipping—Moving

Pool-Car Distributing a Specialty



The Men Who Distribute

Carter Inx

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

TEXARKANA, ARK.

DISTRIBUTION

1882
Complete Service

TEXARKANA

HUNTER

TRANSFER CO.

ARK-TEX.

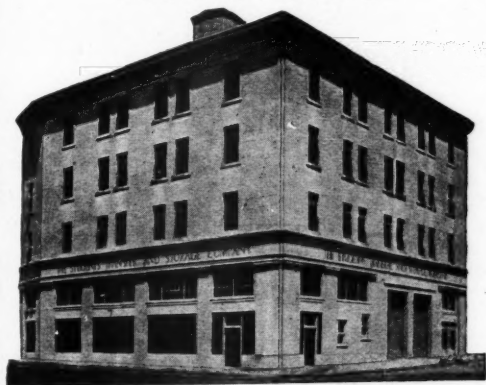
STORAGE

BERKELEY, CAL.

STUDENTS

Transfer & Storage Co.

"ALWAYS MOVING"



The Leading Fireproof storage place in
Berkeley

We give daily service to Oakland,
Alameda, Piedmont, Emeryville
and San Francisco

STUDENTS
TORAGE
SERVICE

EL CENTRO, CAL.
IMPERIAL VALLEY

PIONEER TRUCK and TRANSFER CO.



Warehouse:
S. E. Cor. 3rd & State Sts.
Office: 114 N. 5th St.

Only Reinforced
Concrete Warehouse
for Storage and
Carload Distributing
Throughout
the Whole Imperial
Valley.

Daily Truck Service
to All Valley Towns.
Our Stock in Trade,
SERVICE.

FRESNO, CAL.

BEKINS

VAN & STORAGE CO.

California
Shipments Promptly
Handled

Los Angeles
1335 S. Figueroa
Street

Fresno
1248 Van Ness Ave.

—Distributors of pool
car shipments.
—Private spur.
—12 fireproof deposi-
tories in California.

San Francisco
13th and Mission
Oakland
22nd and San Pablo

FRESNO, CAL.

Valley Van & Storage Co., Inc.
Private Spur

Distributors of Pool Cars of
Household Goods, Machinery and Merchandise
Office: 842 Broadway, Fresno, Calif.

HOLLYWOOD, CAL.

LOCATED IN THE CENTER OF
RESIDENTIAL LOS ANGELES

Hollywood Storage Company, Inc.

"FIREPROOF"

Car Distribution

Private siding P. E. RR.

We have Los Angeles terminal rates
Consign to Hollywood via U. P. or S. P. RR.

1666 N. Highland Ave.,

Hollywood, Calif.

LONG BEACH, CAL.

Harry Meldrim, Pres.

Since
1903



HOUSEHOLD GOODS MERCHANDISE

Removals, Packing, Forwarding, Distributing

4 Warehouses **STORAGE** Warehouse Spur—U. P.
100,000 sq. ft. Son. Pac. & Pac. Elec.

MEMBERS: { California Warehouseman's Assn.
Pacific Coast Furniture Warehouseman's Assn.
National Furniture Warehouseman's Assn.

San Pedro—DOCK CONNECTIONS—Wilmington
SAFETY SERVICE

LOS ANGELES, CAL.

BEKINS

VAN & STORAGE CO.

California
Shipments Promptly
Handled

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Street

Fresno
1248 Van Ness Ave.

—Distributors of pool
car shipments.
—Private spur.
—12 fireproof deposi-
tories in California.

San Francisco
13th and Mission
Oakland
22nd and San Pablo

LOS ANGELES, CAL.

For
"Service with Security"
Ship
to

California Fireproof Storage Co.
2808 W. Pico St.
LOS ANGELES

W. E. BROCK
Vice-Pres.

F. L. ALLEN
Pres.

F. M. BROCK
Treas.

LOS ANGELES, CAL.



Co-operation

Consign to L. A. Warehouse—the largest fireproof repository for household goods on the Pacific Coast. We co-operate to the utmost and treat your customers as we do our own.

Los Angeles Warehouse Co.
316 Commercial St. Los Angeles



LOS ANGELES, CAL.



CALIFORNIA TRUCK CO.
INCORPORATED 1884

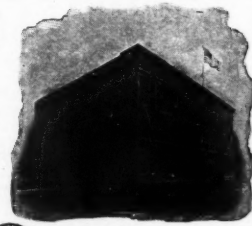
Pool Carload Distributors

Handling goods destined to points in
SOUTHERN CALIFORNIA and ARIZONA
and to
TRANS-PACIFIC PORTS
322-324 EAST THIRD STREET

LOS ANGELES, CAL.

They Like
Lyon

Los Angeles people like Lyon storage and moving facilities. Consign household goods to Lyon and please your customers.



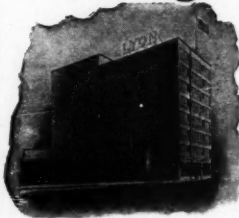
Lyon Fireproof Storage Co.
1950 SO. VERMONT AVE. LOS ANGELES



MEMBER

National Furniture Warehousemen's Association

Consign to LYON



Immediate service when bill of lading received.

Two modern fireproof warehouses conveniently located in residential districts with private spur tracks.

Collections handled promptly.

LOS ANGELES, CAL.

Located in the Center of Downtown Business District

COLYEAR'S
VAN & STORAGE CO.

Curtis C. Colyear, Prop.

MAIN OFFICE—415 S. San Pedro St.

Warehouse No. 2

415 S. San Pedro St. Fireproof.

Warehouse No. 4

540 S. Alameda St. Sprinkler Equipped.

Member { American Warehousemen's Association
Nat'l. Furn. Warehousemen's Association
Pacific Coast Warehousemen's Association
Los Angeles Warehousemen's Association

Moving—Packing—Storing—Shipping

Pool Car Distribution—Household Goods—Merchandise
Twenty-Two Years of Dependable Service

LOS ANGELES, CAL.

LOCATED IN THE CENTER OF
RESIDENTIAL LOS ANGELES.

Hollywood Storage Company, Inc.

"FIREPROOF"

Car Distribution

Private siding P. E. RR.

We have Los Angeles terminal rates

Consign to Hollywood via U. P. or S. P. RR.

1666 N. Highland Ave.

Hollywood, Calif.

LOS ANGELES, CAL.

WE SOLICIT YOUR
SHIPMENTS AND POOL CAR
DISTRIBUTION

PRUDENTIAL
STORAGE AND MOVING CO.

LOS ANGELES

SAN DIEGO

OFFICE

OFFICE

941 W. 16th St.

962 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Ass'n.
National Furniture Warehousemen's Ass'n.

The Men Who Distribute

Vacuum Oil

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

LOS ANGELES, CAL.

**RICHARDS
TRUCKING & WAREHOUSE
COMPANY**
668 SO. ALAMEDA ST.
LOS ANGELES, CALIF.

Agents:
Baldwin Universal Co.



We solicit your commercial storage and pool car distribution, as we are located on free trackage, and operate both City and Interurban Motor Truck Service, in most of the territory surrounding Los Angeles. We are authorized franchise carriers under the Railroad Commission.

LOS ANGELES, CAL.



1,500,000 Square Feet of

Modern Fireproof Warehouse Space in Los Angeles and at the Port of Los Angeles
Free and U. S. Customs Bonded Storage
Insurance Rate 18 cents

Storage — Forwarding — Distribution — Cartage

Space Leased for Private Warehouse, Office and Display
Desk Space with Desk and Office Service Rented
Cotton Pressed to High Density
Special equipment for the proper handling of various commodities

Steamer Space booked when requested

We can serve you in some capacity and would suggest that you complete your file by requesting the rates for our specialized service.

Bonded for \$100,000.00

**UNION TERMINAL WAREHOUSE COMPANY
UNION TERMINAL WAREHOUSE CORPORATION
SHATTUCK & NIMMO WAREHOUSE COMPANY
LOS ANGELES, CALIFORNIA**

LOS ANGELES, CAL.

**WEST COAST
WAREHOUSE CO. OF LOS ANGELES
MERCHANDISE STORAGE
DISTRIBUTION**

Ample Trackage
Efficient Service
Central Location

Address—
**Sixth and Utah Sts.
LOS ANGELES**

E. Jordan Brookes, Owner and Manager.



OAKLAND, CAL.

BEKINS
VAN & STORAGE CO.

California
Shipments Promptly
Handled

Los Angeles
1335 S. Figueroa
Street
Fresno
1248 Van Ness Ave.

—Distributors of pool
car shipments.
—Private spur.
—12 fireproof deposi-
tories in California.

San Francisco
13th and Mission
Oakland
22nd and San Pablo

OAKLAND, CAL.

NO TASK TOO GREAT
LAWRENCE
WAREHOUSE COMPANY
NO DETAIL TOO SMALL



AL. T. GIBSON, Pres.

SAN DIEGO, CAL.

**WE SOLICIT YOUR
SHIPMENTS AND POOL CAR
DISTRIBUTION**

**PRUDENTIAL
STORAGE AND MOVING CO.**

LOS ANGELES
OFFICE
941 W. 16th ST.

SAN DIEGO
OFFICE
962 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Association
National Furniture Warehousemen's Association

SAN FRANCISCO, CAL.

BEKINS
VAN & STORAGE CO.

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—Distributors of pool
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tories in California.

San Francisco
13th and Mission
Oakland
22nd and San Pablo

SAN FRANCISCO, CAL.

Consign to
THE HASLETT WAREHOUSE CO.
60 CALIFORNIA ST., SAN FRANCISCO

Pioneer in the Warehouse and Distribution Business
Operating in the Logical Distribution Center of the Pacific Slope with
Complete Warehouse and Drayage Facilities
Low Insurance Rates

S. M. HASLETT, President P. E. HASLETT, Secretary
Member American Warehousemen's Ass'n.
Member American Chain of Warehouses.

SAN FRANCISCO, CAL.

NO TASK TOO GREAT
LAWRENCE
 WAREHOUSE COMPANY
 NO DETAIL TOO SMALL



AL T. GIBSON, Pres.

SAN FRANCISCO, CAL.



Storing and Dis-
 tributing Mer-
 chandise Our
 Specialty

Let us handle your
 San Francisco ship-
 ments.

We supply the necessary services for the
 handling of merchandise through a
 modern warehouse.

San Francisco Warehouse Co.
 625 Third Street



DENVER, COLO.

A. H. AMICK

E. W. PITCHER

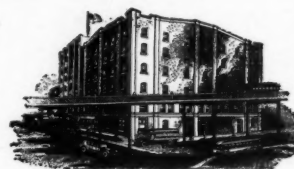


Amick Transfer & Storage Co.
 1029 Santa Fe Drive, Denver, Colo.
FIREPROOF WAREHOUSE

Pool cars distributed.
 Local and interurban truck
 service.
 Low insurance rates.

Household Goods
 Complete packing service.
 Reciprocity at every opportu-
 nity.
 Open or private storage.

DENVER, COLO.



WAREHOUSE
 Your Stocks With Us
 150,000 Sq. Ft. Space
DENVER

Serves Two Million Population

Send Pool Cars in our care for distribution.
 42 teams and trucks insure prompt service
 to customers and satisfaction to you.

The Kennicott-Patterson Transfer Co.
 1700 Sixteenth St. DENVER, COLORADO

SANTA MONICA, CAL.

STORING—MOVING
 PACKING—SHIPPING

PIANO MOVING
 A SPECIALTY

SECURITY VAN & STORAGE Co., Inc.
New Fireproof Storage

Pres., M. ZERBONI
 Los Angeles Office
 352 Towne Ave.

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 Main Office and Warehouse
 1417 2nd Street, Santa Monica

COLORADO SPRINGS, COLO.

**The PIKES PEAK
 WAREHOUSING CO.**

NEW FIREPROOF WAREHOUSE.
 Merchandise and household goods pool
 cars distributed. Local and interur-
 ban motor truck service.

Private switch;
 free switching.
 Four trunk rail-
 roads.
 Every attention
 given by respon-
 sible heads.



"PIKES PEAK SERVICE"



Members N. F. W. A., C. W. C., and Colo. T. & W. A.

DENVER, COLO.

F. C. Bartle, President A. M. Burroughs, Secretary C. J. Thurber, Treasurer

**The Merchants Storage &
 Transfer Co., Inc.**

Drayage and Storage Distribution

OFFICE
 1556 Wazee Street
 Telephone Main 6867

WAREHOUSES
 1821 Wazee Street
 Telephone Main 1632

Sprinkler System Warehouse

Free Switching from All Railroads

Centrally Located in Shipping District

Storage of Merchandise and Household Goods

Household Goods Shipped to All Points
 at Reduced Rates

Distribution of Pool Cars Our Specialty

Member

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 Colorado Transfer Companies Association
 American Warehousemen's Association
 Denver Transfer Companies Association

Correspondence Solicited

DENVER, COLO.

The Johnson Storage and Moving Company, Inc.
 221 BROADWAY

**MODERN FIREPROOF WAREHOUSE
 DENVER, COLORADO**

Member { C. T. & S. A.
 N. F. W. A.

Household Pool Car Distributors

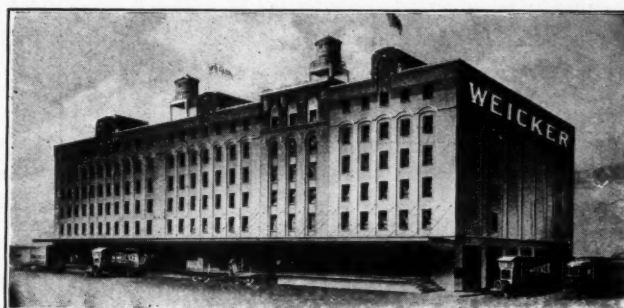
DENVER, COLO.

When You Need SERVICE in Denver and vicinity

we are the distribution and warehousing specialists who can serve you best

Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.



We are thoroughly equipped to distribute General Merchandise, Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.

THE WEICKER TRANSFER & STORAGE COMPANY

1700 Fifteenth Street
Denver Colorado

PUEBLO, COLO.

Send Your Goods Where They Will Be Bought!

The residents of Pueblo proper have two million dollars a month to spend. Thirty million a year besides are spent in Pueblo by the residents of the surrounding two hundred mile circle.

Put your goods into our house in Pueblo, where the quickest and cheapest movement to any part of this prompt-paying market is secured.

You could not ask for better service than we will give you. You will find no other region of the country more responsive to cultivation. Put a stock into Pueblo and prosper.

S A G E
Transfer & Storage Co.

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The Place to Get Service

POPLE TRANSFER & STORAGE CO.

BRIDGEPORT, CONN.

THE BRIDGEPORT STORAGE WAREHOUSE CO.

No. 10 Whiting Street

Merchandise and Household Goods
Warehousing and Distribution
Private siding—Free switching
Low Insurance—Prompt Service

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FURNITURE STORAGE

SEND US YOUR SHIPMENTS

Crating, Packing Pianos, Furniture and China
Our Specialty

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212 Asylum St., Hartford, Conn.

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Safety Vaults for Silverware

GEORGE E. DEWEY & CO.

Joseph M. Pelchat, Proprietor

Local and Long Distance

FURNITURE AND PIANO MOVING

Packing, Crating and Shipping of

PIANOS, FURNITURES, CHINA

Only Fireproof Storage Warehouse in Hartford

HARTFORD, CONN.

Established 1850

Incorporated 1908

Ship Freight in Care of

The Bill Brothers Company

**GENERAL TRANSFER AND
FORWARDING AGENTS**

46 Ann Street, Hartford, Conn.

Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

STORAGE WAREHOUSES

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

NEW LONDON, CONN.

B. B. Gardner Storage Co., Inc.

18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

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The Ralph N. Blakeslee Company

Est. 1859

Storage { Furniture Trucking { Local and
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Large Padded VANS for Furniture Moving

Members N. F. W. A.

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Waterbury Storage Company

John Moriarty, Inc., Prop.

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Elevators Fireproof Buildings Cap. 562 Rooms

Members N. F. W. A.

WASHINGTON, D. C.

Send Washington Shipments to

KRIEG'S EXPRESS & STORAGE CO.

616 Eye St., N. W.

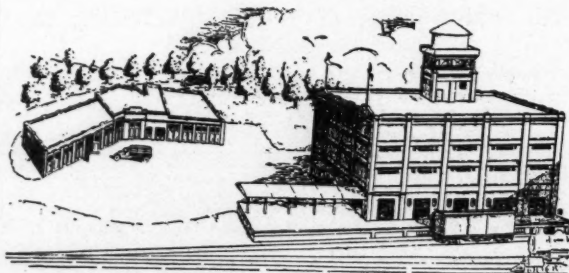
HOUSEHOLD GOODS EXCLUSIVELY
PACKING SHIPPING CRATING

Non-Fireproof and New Fireproof Storage
Personal attention given to all shipments and
collections Motor Trucks and Padded Vans
MEMBERS OF N. F. W. A.

HARTFORD, CONN.

Hartford Despatch and Trucking Company

Movers - Forwarders - Warehousemen



Hartford's New Fireproof Warehouse

Here is offered the last word in a fireproof building especially designed for Warehouse purposes.

Members of
AMERICAN WAREHOUSEMEN'S ASSOCIATION
NATIONAL FURNITURE WAREHOUSEMEN'S ASSOC.
CONNECTICUT WAREHOUSEMEN'S ASSOCIATION

WASHINGTON, D. C.

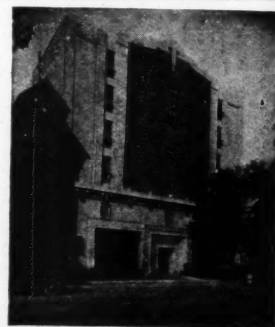
Fireproof Construction Service- Promotion

Regular Long Distance
Hauling
Baltimore to New York
and
Way Points-Services

Smith Transfer & Storage Co.

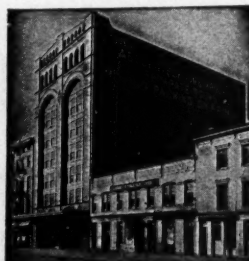
1313 You Street, Washington, D. C.

MEMBERS N. F. W. A.

**WASHINGTON, D. C.**

UNITED STATES STORAGE CO.

418-420 TENTH STREET, N. W.



Distributors of Pool Cars

MEMBERS:

National Furniture
Warehousemen's AssociationEfficient and Courteous
Service

Modern Fireproof Warehouse

We are prompt in all things.

Member:
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JACKSONVILLE, FLA.**UNION TERMINAL
WAREHOUSE COMPANY**

EAST UNION and IONIA STREETS

55 Rental Compartments Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system.
Low Insurance Rate. Sub-Post Office and branch
Western Union Telegraph. Joint Railroad Agent.
L.C.L. freight loaded direct for line of road.

**GENERAL MERCHANDISE STORAGE
AND FORWARDING**

Special attention to handling of pool cars.

MIAMI, FLA.**The John E. Withers Transfer &
Storage Co., Inc.**

will give your shipments careful attention. Fireproof Ware-
house. Facilities for distribution of pool cars. Moving, pack-
ing, shipping and storing Household Goods and Automobiles.

Private Trackage Motor Equipment
1000-12 N. E. First Ave., Miami, Fla.

ORLANDO, FLORIDA**Orlando Bonded Warehouse (Inc.)**

Post Office Drawer No. 1672

100-112 West Amelia Avenue

Storage and Distributing of General Merchandise,
Machinery, Household Goods

Private Siding, A.C.L.R.R.

Member National Furniture Warehousemen's Association

Sprinkler Protection Low Insurance

It's a pleasure to serve you

PENSACOLA, FLA.**Ferriss Warehouse & Storage Co.**

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in car-
loads or less than carloads.

Merchandise stocks carried and records kept for out-of-town
concerns.

Cor. Chase & Alcinéz Streets

TAMPA, FLORIDA**JOBBERS WAREHOUSING COMPANY**Storage, Distribution, Forwarding
Hauling and Stevedoring

31,000 Sq. Ft. Floor Space

Private R. R. Sidings and Docks, Deep Water

"Anything from Parcel Post to Steamship Cargoes"

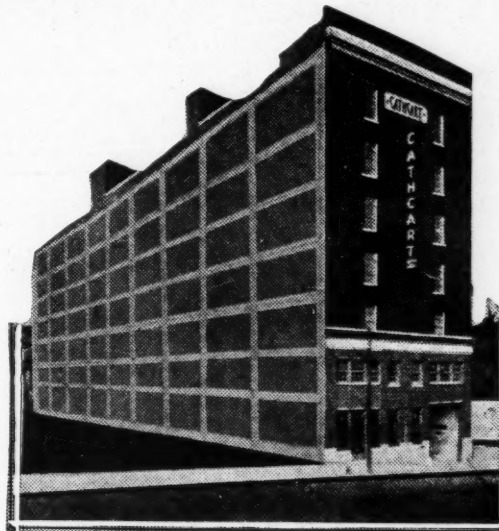
The Men Who Distribute

Carey Salt

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

AUGUSTA, GA.**THE HOLLINGSWORTH WAREHOUSES
MERCHANDISE WAREHOUSING AND
DISTRIBUTING POOL CARS A SPECIALTY**

Warehouse Not as Large as the Largest.
But Our Service as Good as the Best.

ATLANTA, GA.**CATHCART VAN AND STORAGE CO.**

HOUSEHOLD GOODS EXCLUSIVELY

THE MOST **MODERN WAREHOUSE** IN THE SOUTH

MEMBERS N. F. W. A.

SAVANNAH, GA.**Savannah Bonded
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General Storage—Re-Consigning

Distributing—Forwarding

Prompt and Efficient Service

Exceptional Facilities

Custom House Brokers

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Members American Chain of Warehouses

Members American Warehousemen's Association

R. B. YOUNG, President

Bay Street Extension and Canal

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BOISE, IDAHO**PEASLEY****TRANSFER & STORAGE COMPANY**

STORAGE, TRANSFER AND FORWARDING

419 SO. EIGHTH STREET

CAIRO, ILL.**Cairo Storage
and Forwarding Company**

CAIRO, ILLINOIS & MOUNDS, ILLINOIS

Incorporated—Bonded—Licensed

COAST TO COAST SERVICE BY WATER OR RAIL

SHIP US YOUR POOL CARS FOR DISTRIBUTION

ALL RATES BREAK ON CAIRO

CENTRALIA, ILL.

A. J. McCLELLAND TRANSFER & STORAGE CO.

Fireproof Warehouses. Motor Truck Service.

WE SPECIALIZE IN

Freight and Long Distance Hauling.
Storage of Household Goods—Merchandise.
Packing Shipping

CHAMPAIGN, ILL.

URBANA, ILL.

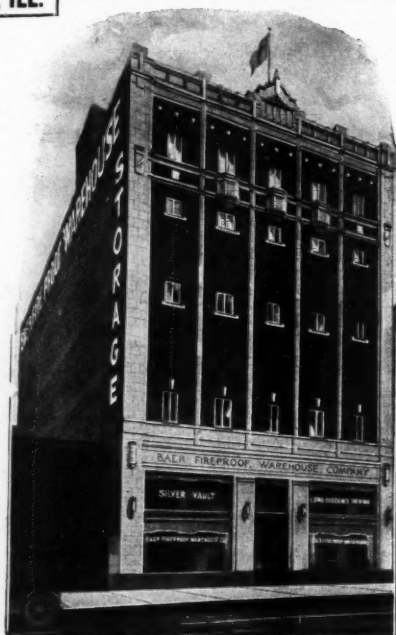
WAGNER & SON**TRANSFER—PACKING—STORAGE**

Packers and Shippers for the TWIN CITIES

Logan & Water Sts.

Champaign, Ill.

CHICAGO, ILL.



Established 1892
BAER FIREPROOF WAREHOUSE CO.
 POOL CAR DISTRIBUTORS
 Of Furniture and Pianos

Members—The Chicago Association of Commerce—Nat'l Furniture Warehousemen's Assoc.—Illinois F. W. Association—Furniture and Piano Movers Assoc.
 General Office—1927 Milwaukee Avenue, Chicago, Illinois

CHICAGO, ILL.

BEKINS**HOUSEHOLD SHIPPING COMPANY**

Reduced Rates on Household Goods, Automobiles and Machinery

General Offices, 805 BEDFORD BLDG., Chicago
NEW YORK, BOSTON, BUFFALO, CINCINNATI

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Bowser TanksRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

CHICAGO, ILL.

CENTRAL STORAGE & FORWARDING CO.

2001 West Pershing Road

Operating

CHICAGO'S FINEST MERCHANDISE WAREHOUSES

On the great Chicago Junction Railway—In the world-famous Central Manufacturing District—The geographical center of Chicago.

No Switching Charges—No Cartage—No Delays.
650,000 square feet of fireproof space. Insurance rate 7½c.

No Trap-Cars Here

L. C. L. Freight Loaded Direct to Destination

WHY NOT USE THE BEST FACILITIES?

CHICAGO, ILL.

Before you decide on your
 Chicago Warehousing connections,
 investigate the facilities and service
 of the —

Continental Warehouse Co.
 416-434 West 12th Place — Chicago

*Sprinkled warehouses in the heart
 of the freight terminal district*

CHICAGO, ILL.

EMPIRE STORAGE COMPANYFireproof
WarehousesFor Household Goods
(Established 1891)

Carloads billed to our house track on
 Illinois Central Railroad at Fifty-first
 Street can be unloaded direct to our
 warehouse floor.

Low distribution rate on pool cars.

"Ship the
 Empire Way"

EMPIRE STORAGE COMPANY

52ND ST. AND COTTAGE GROVE AVE.

MEMBER

National Furniture Warehousemen's Assn.
Illinois

CHICAGO, ILL.



nnouncement

We take great pleasure in announcing the opening of our

New York Office

in the Woolworth Bldg. on

May 15th

We have taken this step with a keen desire to be in more intimate touch with our Eastern patrons and to act in their interest in solving storage and distribution problems thru the facilities we have to offer.

The office will be in charge of Mr. Gordon Ross, who will be glad to consult with you concerning our various services.

Crooks Terminal Warehouses

CHICAGO
KANSAS CITY

CHICAGO, ILL.

DELAYS in transit can only result in interrupted sales. The best support you can give an efficient advertising and sales campaign is to have your goods where they're wanted when they're wanted.

G. & W. Prompt Shipping Service is the best insurance against interrupted sales.

GRISWOLD & WALKER, Inc.

1525 Newberry Ave.
Chicago, Ill.

CHICAGO, ILL.

ESTABLISHED 1874

HEBARD

Storage Warehouses



All collections on shipments made to us promptly remitted.

Member of
National Furniture
Warehousemen's Association,
Illinois, New York and
Southern Warehousemen's Association.

Our Seventh Warehouse
on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.
Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.

HARDER'S

Fireproof Storage & Van Co.

Largest System of Fireproof Storage Warehouses in the United States

HOUSEHOLD GOODS

This large group of modern storage plants, each located with a view to rapid and efficient handling of household goods and merchandise, should be on your list if you insist upon service.

We are expert handlers of household goods. In every branch of packing, moving, storage and shipping we excel. Safety deposit and silver vaults. Pool car distribution and city delivery service.

We remit promptly upon receipt of B/L

MERCHANDISE

Our merchandise storage and distribution facilities include private switches and sidings. Free switching. No haulage charges. Our shippers are always satisfied in their transactions with us.



Pool Car Distributors

Members N. F. W. A., A. W. A.,
Ill. W. A.

OAKLAND
Fortieth Street and Calumet Ave.
KENWOOD
4714-16 Cottage Grove Ave.
WOODLAWN
1117-19 East 63rd St.
ENGLEWOOD
6154-56 Wentworth Ave.
STONY ISLAND
6824-26 Stony Island Ave.
BROADWAY
4815-17 Broadway

Harder's Fireproof Storage & Van Co.

General Offices
40th St. and Calumet Ave.
Chicago

CHICAGO, ILL.

"NO DELAYS"

Edward Lasham Co.

Merchandise Storage

Pool Car Distributors

Teaming and City Delivery

Seventy-Five Motor Trucks and Wagons

Downtown Modern Warehouse

Switch Track Connections with All Roads

Served directly by Illinois Central, Michigan Central,
Chicago & Northwestern and Chicago, Burlington &
Quincy.

EDWARD LASHAM CO.

1559 S. State St.
Chicago
Illinois



CHICAGO, ILL.



MIDLAND WAREHOUSE & TRANSFER CO.
MERCHANDISE STORAGE and DISTRIBUTING
15th St. and Western Ave.
Chicago, Ill.

WAREHOUSES
NO. 1 43rd AND ROBEY STS.
NO. 2 15th AND WESTERN AVE.
NO. 3 15th AND WESTERN AVE.

No Cartage
or Trap Car
Delays
in Making
L. C. L.
Shipments.

CHICAGO, ILL.

SOUTH SIDE STORAGE FOR
SOUTH SIDE DISTRIBUTION

In Chicago, the city of immense distances, it is necessary to use more than one central warehouse. We do not aim to cover all Chicago, but we do aim to cover the South Side better than it can be covered by any other medium, and what we aim to give and what we do give is Service, prompt, efficient and reliable.

Direct Connection with All Roads

SOUTH SIDE SHIPPING & STORAGE
WAREHOUSE

131-135 West 63rd Street

Phone Normal 6266

CHICAGO, ILL.

MERCHANDISE STORAGE
FROSTPROOF

Very Low
Insurance Rates

CM&STP Ry. Track
Inside Buildings

The Ontario Warehouse Co.

Ontario & Kingsbury Sts., Chicago, Ill.

Service is not a matter of big things alone, but of a multitude of things, many of them small, that contribute to a result that is more than just satisfactory.

CHICAGO, ILL.

Have Your Own
Transfer Representative
In Chicago

If you desire to make store door delivery in Chicago, you should use our facilities. If you will load your shipments for Chicago and points beyond so as to make a carload, we will distribute and re-ship the consignments. Send us parcels and packages in any quantity for delivery and re-shipment by freight, express or parcel post for Chicago and beyond.

We team freight to connecting lines for loading in through cars the same day unloaded.

Our representatives are at depots and docks.

Your agents and your customers save time and annoyance, if shipments are sent in our care.

Ask any railroad freight man about us.

Members of the Credit Men's Association.

Authorized Railroad Freight Transfer Agents.

**Jos. Stockton
Transfer Co.**
1020 So. Canal St.
Chicago, Ill.

CHICAGO, ILL.

Railway Terminal & Warehouse Company

444 W. Grand Ave.

Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

**Modern Building—Low Insurance Rates
Use Our Service**

CHICAGO, ILL.

Soo Terminal Warehouse

519 W. Roosevelt Road

Chicago, Illinois

*Merchandise Storage and Distribution
Pool Cars Efficiently Handled*

We will deliver via the Chicago tunnel to any trunk line, freight house floor, excepting the Pierre Marquette Railroad, your shipments destined for points beyond Chicago; also we will make shipments for you over the Aurora & Elgin electric line and its connections, which gives over-night service. All without cartage charges.

"THE ECONOMICAL WAY"

CHICAGO, ILL.

TOOKER STORAGE &
FORWARDING CO.
MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed
Minimum Handling Expense
Building Equipped
With Sprinkling System
Motor Truck Service

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and
Warehouse:
28th St. & 11th Ave.
Erie R. R. Tracks
Tel. Chelsea 7845-7846

Chicago Office
and
Warehouse:
Clark & 14th Sts.
Erie R. R. Tracks
Tel. Victory 2380-2429

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Write or
ire
ESTERN

When you
ant a
AREHOUSE

AT

CHICAGO



SAVE TIME, MONEY and WORRY

in reaching your Western customers by using the up-to-date storage and traffic facilities of the *Largest Public Warehousing Unit West of the Atlantic Seaboard.*

HALF A MILLION square feet of the best floor space in Downtown Chicago devoted exclusively to the "open" storage of Quality merchandise. Insurance, 18.9c per \$100 per annum.
"At the Edge of the Loop," close to Chicago trade.

STOCKS CARRIED for local and out-of-town concerns. Storage-in-transit. Prompt rail reshipments anywhere, without cartage. Pool cars broken. Automobile storage and reshipment a specialty. Negotiable Receipts issued.

Write us now; we know how.

WESTERN WAREHOUSING COMPANY

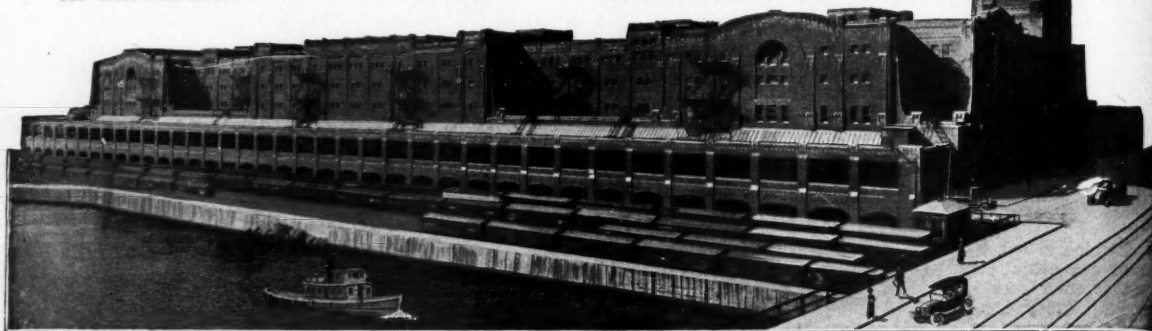
MERCHANDISE WAREHOUSES

POLK STREET TERMINAL, PENNSYLVANIA SYSTEM

329 West Polk Street

CHICAGO

WILSON V. LITTLE, Superintendent



CHICAGO, ILL.

MERCHANDISE STORAGE
AND DISTRIBUTORS

Wakem & McLaughlin

Incorporated

Main Office—225 E. Illinois St.
CHICAGO

MONEY ADVANCED ON CONSIGNMENTS
OR WAREHOUSE RECEIPTS
All Telephones CENTRAL 6241

DECATUR, ILL.

Decatur's Pool Car Distributors
Private Switch for Merchandise Consignments

HAMMAN BROS.

TRANSFER—STORAGE—PACKING—SHIPPING

Members N. F. W. A., I. F. W. A., C. W. A. of Ill.
William & Broadway St. Decatur, Ill.

DECATUR, ILL.

MERIDITH STORAGE CO.

320-350 E. Cerro Gordo

STORAGE AND DISTRIBUTION

Railroad frontage. Three blocks to all freight depots.

VANS—TRUCKS—DRAYS

Member I. F. W. A.—N. F. W. A.—C. W. A.—I. A. W.

DANVILLE, ILL.

Danville Transfer & Storage Co.

C. B. Hall, Pres.

G. W. Orr, Secy. & Treas.

The only fireproof warehouse in Danville. Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

Low Insurance Rate

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.

Members American Chain of Warehouses.
Members National Furniture Warehousemen's Assn.
Members Illinois Furniture Warehousemen's Assn.

ELGIN, ILL.

Consign To Us To Reach The Fox River Valley

We are located at the entrance to one of the most prosperous agricultural and dairy sections in the country—convenient to nearly a hundred good sized towns.

By interurban and rail connections we handle promptly cars of merchandise and household goods consigned to us. Several modern plants for storage are available.

Consign to us. We know how.

ELGIN STORAGE & TRANSFER CO., 60-62 River Street, Elgin, Ill.

The Men Who Distribute

Revere Sugar

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

MATTOON, ILL.

Est. 1884—Inc. 1911

FORTY YEARS of efficiently and economically distributing merchandise. Forty years of storing, packing, shipping and receiving household goods. When dealing with a firm of our age, you are assured of service that cannot be bettered. Our thirteen motor trucks reach every part of Central Illinois over new hard roads at extremely reasonable rates.

HAYES
TRANSFER & STORAGE CO.
113-121 North 15th Street
Private Siding. Pool Car Distribution.

FORT WAYNE, IND.

Fort Wayne Storage Company
FORT WAYNE, INDIANA

General Merchandise
Storage and Forwarding

INDIANAPOLIS, IND.

The American Warehouse Co.
211 West South Street

Merchandise Warehousing and Distribution
FIREPROOF Motor Truck Service
C. C. C. & St. L. Ry. Siding. Free switching from other Railroads

INDIANAPOLIS, IND.

BRYANT & SON
TRANSFER CO.

238 S. ILL. ST. INDIANAPOLIS

Same Day Delivery on L. C. L. Shipments

We do all theater business in city, and most of the hotel work. Fifteen vehicles in service, covering all parts of the city daily. We cater especially to L. C. L. shippers who want QUICK service. Zoned map of city and rates on application. Reference any hotel or theater in city.

ROCKFORD, ILL.



"The Choice of the Greatest Industries"

SPRINGFIELD, ILL.

Merchants Transfer & Storage Co.
BONDED WAREHOUSE

STORAGE, PACKING, MOVING AND SHIPPING
HANDLING MERCHANDISE CARS A SPECIALTY
HEAVY AND LONG DISTANCE HAULING
1000 EAST MONROE STREET
SPRINGFIELD, ILL.

FORT WAYNE, IND.

Pettit's Storage Warehouse Co.

"FIREPROOF" BUILDINGS

Storage, Transfer, Distribution

Located in Center of Business District

We have our own truck line and are equipped to make prompt deliveries.

EXPERIENCED MEN IN CHARGE

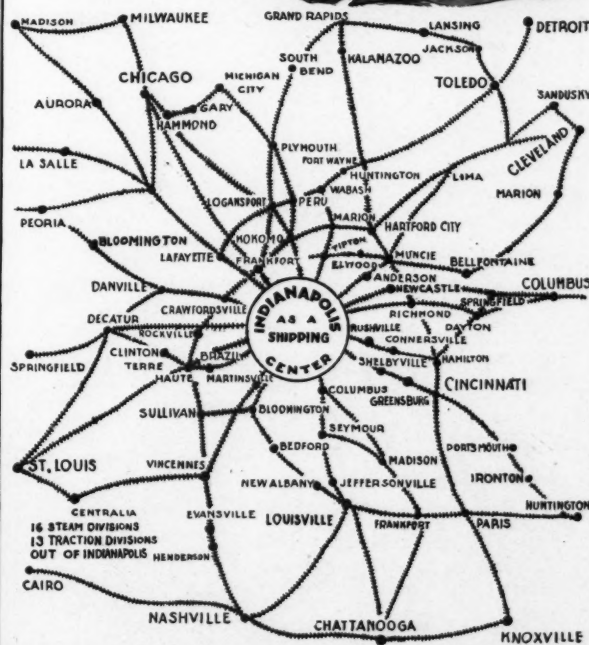
Special attention to Pool Car Distribution
PRIVATE SIDING



INDIANAPOLIS, IND.

Ship Your
Cars to

**INDIANA'S
LEADING
WAREHOUSE**



INDIANAPOLIS, IND.

D. & D. TRANSFER & STORAGE CO.
Indiana Licensed Class A Warehouse
221-25 W. South Street.

Modern, Concrete, Vacuum Sprinkled, Steam Heated Building for the Storage and Distribution of Merchandise.
Private R. R. Siding—Free Switching.
Over 21 Years Continuously Serving
Local and National Firms

INDIANAPOLIS, IND.

Indiana Terminal Warehouse Co.

See our advertisement on front inside cover page

INDIANAPOLIS, IND.

Indianapolis Warehouse Co.
330 W. New York St.

MERCHANDISE ONLY

In the 9th year, with a steady increase each month. Our rates are as low as any house in the United States because our "overhead" will permit it. We do not lose our customers, and add new ones right along.

Out of 22 employees, 16 have been in our employ 8 years—they know how. Our office methods are exact. Write us for rates.

FRANK A. TODD, V.P. and Gen. Mgr.

INDIANAPOLIS, IND.

INDIANAPOLIS, IND.



TRIPP WAREHOUSE COMPANY

Indianapolis, Ind.

Merchandise Storage and Distribution
Prompt and Efficient Handling of Pool Cars
Centrally Located in Shipping District
Insurance Rate—18 cents per \$100.00
Motor Truck Delivery
Service that Satisfies.

SOUTH BEND, IND.

WARNER WAREHOUSE CO.

Merchandise Storage and Distribution

New York Central Siding—Free Switching—Pool Car Distribution—Negotiable Warehouse Receipts Issued.

Members: Central Warehousemen's Club
American Chain of Warehouses

SOUTH BEND, IND.

Woodworth's Storage and Transfer

New Fire-Proof Storage Warehouse with Special Rag and Trunk rooms also Steam Heated Piano room. Up-to-date Vans for moving. Moving and erecting Heavy Machinery a Specialty.

Member: National Furniture Warehousemen's Association, Indiana Transfer Men's Association.
409-11 S. St. Joseph Street, South Bend, Indiana
J. P. Woodworth, Proprietor

BURLINGTON, IOWA



Solicits Your Shipping on This Basis

One day delivery to Omaha, Twin Cities, Chicago, and St. Louis. Clean storage and efficient handling. On main line C. B. & Q. Free switching on all roads. Low insurance. Pool cars handled promptly. On shipment originating east of Chicago, we can distribute to entire State of Iowa cheaper than if handled through Des Moines. Let our traffic department show you. Rates quoted promptly.

Mercer Transfer & Storage Co.
Burlington, Iowa

CEDAR RAPIDS, IOWA

Cedar Rapids Transfer Co.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of Merchandise, Household Goods and Automobiles
290,000 Square Feet Storage Space

Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

The Men Who Distribute

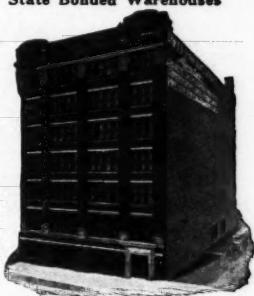
Jiffy Desserts

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

COUNCIL BLUFFS, IOWA

State Bonded Warehouses

Complete equipment, manned by capable, experienced crews, captured by seasoned warehousemen, are at your service here. Whatever you expect of a warehouse you may expect of Ford, and find it done in the best manner possible.



813 Douglas St.

FORD

"Gets There Regardless"

Transfer & Storage Co.

Local Shipments Efficiently Handled by 17 Trucks
Private Sidings
Pool Car Distribution and Reforwarding
Fireproof Warehouse
Moving Packing Shipping



700 So. Main St.

Omaha, Nebr.

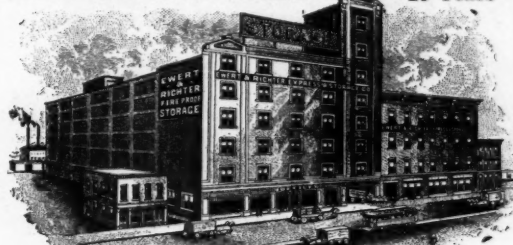
813 Douglas Street

Council Bluffs, Ia.

700 S. Main Street

DAVENPORT, IOWA

WHERE THE WEST BEGINS

Reliable for
20 Years

Fireproof Warehouse, on Trackage—In the Business and Shipping District of Davenport
Reference 93—Nationally known Firms Using Our Distributing and Warehouse Service
EWERT & RICHTER EXPRESS AND STORAGE CO.
Davenport, Iowa

THE SUBSCRIPTION PRICE OF

Distribution & Warehousing

IS

\$2.00 A YEAR

The Warehouseman who does not find ideas and suggestions in any one issue which will make or save him a hundred times that amount is either ready for the millennium or is not looking for opportunities.

DES MOINES, IOWA



200 Package Cars leave Des Moines daily, furnishing 24-hour service to surrounding territory.

Close to Iowa's Pocketbook

The per capita wealth for Iowa is \$3,539. The per capita wealth for the remainder of the United States is \$1,965.

No point in Iowa is over 12 miles from a railroad and Des Moines is only 200 miles from the geographic center of the United States.

By placing your spot stocks on our floors you can have 24 hour service to extreme Iowa points.

Was there ever a better chance for the Traffic Manager to give the Sales Staff solid backing?

Our service means easier sales next time the traveling man calls. Deliveries in good order mean bigger repeat sales.

Easily available stocks are turning faster, resulting in more frequent profits, the economy of using our service adds another width to your margin of profit.

MERCHANTS

TRANSFER & STORAGE CO.

Ninth and Mulberry Streets, Des Moines, Iowa

AWA

Members
NFWA

CWC

DES MOINES, IOWA

When You Think Of IOWA-Think BLUE-LINE Storage Company

The Shortest Distance Between Sales and Delivery Increases Sales

Our facilities for handling spot stocks are unequalled in Iowa—can save you money by routing all shipments through Des Moines. Private tracks handling sixteen cars at same time, free switching service, fireproof warehouses and a reputation established by serving such firms as the Curtis Publishing Co., Sun Maid Raisin Growers, Postum Cereal, Corn Products Corp., and many others assure you of reliable and reasonable service. Rates furnished promptly.

Blue Line Storage Co.

L. E. Stone, Mgr.
Des Moines, Iowa



DES MOINES, IOWA

RED LINE Transfer & Storage Co., Inc.

Merchandise and Furniture Warehouse Distributors and Forwarders

Send Your Pool Cars in Our Care
New Fire-Proof Warehouse
Teams or Auto Trucks for Hauling
Free Switching on All Railroads to Our
Warehouse

515 East Court Ave. Des Moines, Iowa

DES MOINES, IOWA

WARE TRANSFER & STORAGE CO.

Furniture Moved, Packed, Stored, Shipped
We Specialize in City Distribution
Covering All Sections of City Daily

IOWA'S LARGEST PIANO MOVERS

Office and Warehouse, 12th and Keesauqua Way
Member I. W. A.

MARSHALLTOWN, IOWA

EWING of MARSHALLTOWN

Connects with three railways, distributes pool cars and spot stocks, stores, moves and ships furniture, hauls by truck, and doesn't charge too much. If you've got anything for Iowa, "Send It To Ewing."

EWING TRANSFER CO.,

Marshalltown, Iowa

OTTUMWA, IOWA

DAGGETT

TRANSFER AND STORAGE

Special Attention Given to Merchandise
Distribution and Pool Car Shipments

MEMBERS:

Central Warehousemen's Club
National Furniture Warehousemen's Association

SIOUX CITY, IOWA.

RATHBUN Van & Storage Co.

You built your factory to make things in, not to store them. Storage is the business of warehouses. Release that valuable factory space for manufacturing, and put the goods where your customers in Iowa, Nebraska, Kansas, Minnesota and the Dakotas can get them sooner.

We act as your western shipping room, having five railways right at our doors. Ship by carloads, and more than pay our charges out of the savings. Write for tariff on your goods.

SIOUX CITY, IOWA

Pianos, Safes and Heavy Hauling
If It's Routed to or Through Sioux City, Bill It to

ROSENTHAL

Fireproof and Steam Heated Storage
300 Iowa Street, Sioux City, Iowa

WATERLOO, IOWA

IOWA WAREHOUSE CO.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

KEEP IT UP!

One step won't take you very far, you've got to keep on walking;

One word won't tell them what you are, you've got to keep on talking;

One inch won't make you tall, you've got to keep on growing;

One little "ad" won't do it all, you've got to keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING
by George S. Lovejoy, Vice-President of the
American Warehousemen's Association.

The Men Who Distribute

Crystal Domino Sugar

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

HUTCHINSON, KANSAS

**MERCHANTS TRANSFER
& STORAGE CO.**

EST. 1900

We operate separate warehouses for
storage and distribution of both

**Household Goods and
Merchandise**

We are equipped to render every
warehousing service and three rail-
roads serve our warehouses with pri-
vate sidings, eliminating handling
charges and assuring you of maximum
service.

Qualified by twenty-three years' ex-
perience to represent you in this terri-
tory.

Located on
Rock Island, Santa Fé, Missouri Pacific
13 First St., West

KANSAS CITY, KANSAS

**THE INTER-STATE
TRANSFER & STORAGE COMPANY**
PACKING, MOVING, STORING AND SHIPPING
1106-8-10 North Fifth Street

L. J. Canfield, Proprietor Both Telephones 0075
We handle approximately 75% of all the freight shipped to Kansas City, Kan.—
L. J. Canfield.

PITTSBURG, KANSAS

**Best Location for KANSAS, MISSOURI, and OKLAHOMA
MERCHANDISE STORAGE and POOL
CAR Distribution**

Located on the Atchison, Topeka & Santa Fe, Joplin-Pitts-
burg, Kansas City Southern, Missouri Pacific, and St. Louis
& San Francisco Railways.

PITTSBURG TRANSFER & STORAGE CO., Inc.
P. O. Box 527

TOPEKA, KANSAS.

N. F. W. A. A. W. A. C. W. C.

**THE TOPEKA
TRANSFER & STORAGE CO., Inc.**

Established 1880

**Three houses for
Merchandise—Household Goods**

Our private switch connects with the A. T. & S. F., C. R. I. &
P., U. P., and M. P. Free switching. Motor van, packing and
reconditioning services. Prompt remittance of advanced charges
and collections. POOL CAR DISTRIBUTION and shipment from
spot stocks of merchandise at low rates, accurately and promptly.
Consign a carload for a test.

WICHITA, KANSAS

Lowest Insurance

"Where Service Counts"

Storage Distribution and Forwarding

BROKERS OFFICE & WAREHOUSE CO.

—Bonded—

143 North Rock Island Ave.

Fireproof



Private Siding. Direct Connection all Railway
Lines Entering City.

Centrally Located in the Jobbing District and to
Railway Stations.

Send us a carload and watch closely.

M. E. Cuykendall, Mgr.

WICHITA, KANSAS

Fireproof**Cassell Transfer & Storage Co.****Bonded Warehousemen**

TWO HOUSES

Merchandise—Household Goods

On Rock Island tracks. 150 foot dockage. 56,000
square feet floor space in the heart of the wholesale
district. Free switching charges to and from all rail-
roads.

All kinds of merchandise stored and distributed.

WICHITA, KANSAS

A. F. JONES, Pres.

E. W. JONES, Vice-Pres.
J. H. BRUGH, Sec., Gen. Mgr.

L. B. JONES, Treas.



General Warehousing
Storage, Forwarding and Distributing

300,000 SQUARE FEET

CAPITAL \$100,000.00

**Three Warehouses (Fireproof)**

Low Insurance. Complete Retail Connections. We Lend
at Current Rates Upon Our Own Warehouse Receipts.

UNITED WAREHOUSE CO.

Wichita, Kansas
115 N. Meade & 815 E. 2nd

Kansas City, Mo.
2114 Central St.

WICHITA, KANSAS

Best Distributing Point for the Southwest

Warehouse 25,000 square feet floor space. Free switching privileges. A., T. & S. F., C., R. I. & P., Mo. Pac., Frisco, Orient and Midland Valley Railroads. ARE YOU looking for a firm that will handle your shipments PROMPTLY—EFFICIENTLY—COURTEOUSLY in Wichita?

If so, consign your shipments—Care of

Southwestern Transfer and Storage Company
Office—421 N. Water St.

Warehouse—428-432 N. Wichita St., Wichita, Kansas
POOL CAR DISTRIBUTORS Correspondence solicited

LOUISVILLE, KY.

PACKAGE DELIVERY**Cover by Schedule Routes**

Louisville, Ky.

New Albany, Ind.

Jeffersonville, Ind.

2 times daily.

Once each day.

Once each day.

LEXINGTON, KY.

W. R. MILWARD
Furniture Storage

Packing and Shipping

159-161-163 North Broadway

LEXINGTON

KENTUCKY

ESTABLISHED 1879

LOUISVILLE, KY.

SAFETY TRANSFER AND STORAGE CO., INC.

"Louisville's Leading Movers & Packers"

Clay and Main Streets
We Move, Pack, Store and Forward Household Goods
Member N. F. W. A.

NEW ORLEANS, LA.

NEW ORLEANS, LA.

2ND PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.

Only one-half square from Mississippi River.

Track facilities for seventy-three (73) cars at one time.

Operated in conjunction with Dennis Sheen Transfer, Inc., oldest and most complete hauling corporation South.

Electrical unloading and piling devices built to eliminate any damage in handling.

Excellent switching connections, with all lines entering New Orleans.

INDEPENDENT WHSE. CO., Inc.
New Orleans, La.

LEXINGTON, KY.

UNION TRANSFER & STORAGE COMPANY

INCORPORATED

Merchandise and Furniture Storage
Distributors and Forwarders
Warehouses on Private Sidings

Member of American Chain of Warehouses

LEXINGTON

KENTUCKY

LOUISVILLE, KY.

Carry Spot Stocks in Louisville

Where Concentrates the Golden Flood of Ohio River Valley Commerce

Louisville Public Warehouse Co.

W. N. Cox, President

E. H. Bacon, Vice-President



The Men Who Distribute

Welch Grape Juice

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

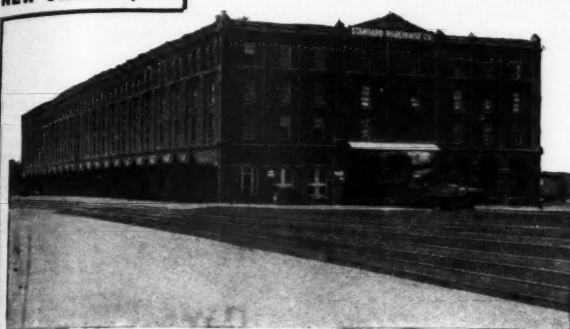
THE PURCHASING POWER

of the field covered by

Distribution and Warehousing

is that of an industry with a total investment of more than
\$1,000,000,000.00

NEW ORLEANS, LA.



All You Desire

Volume of freight is, of course, accompanied by extent of facilities. Handling a volume second only to New York, New Orleans offers shippers first-class mediums of distribution.

An intelligent, expert use of these facilities is offered by our traffic department. Pool cars are distributed and spot stocks forwarded without friction or astrays. Our 100,000 feet of space is amply served by 800 feet of platform, where forty trucks may be simultaneously loaded for city and interurban delivery. Our switch tracks are inside the building, guaranteeing perfect protection.

Export and import matters can be safely left to us.

STANDARD
Warehouse Company,
100 Poydras St.,
New Orleans, La.

BANGOR, MAINE

GUY P. BAILEY

Storage Warehouse

75-85 French Street

Household Goods and General Merchandise
POOL CAR SHIPMENTS

BANGOR, MAINE

McLaughlin Warehouse Co.

Established 1875

Incorporated 1918

General Storage and Distributing
Capacity 70,000 Sq. Ft.

Rail and Water Connection
Private Siding Capacity, 15 Cars.

Member:

American Warehousemen's Association
American Chain of Warehouses

The Men Who Distribute

U. S. Envelopes

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

PORTLAND, MAINE

Galt Block Warehouse Company

PORTLAND, MAINE

STORAGE, GENERAL MERCHANDISE
AND HOUSEHOLD GOODS

Private track, sprinkler equipped, low insurance rate. Storage in Transit on Flour, Cereals and Canned Goods.

Office, 20 Commercial Street, Portland, Maine
J. S. SAWTELLE, Manager.

BALTIMORE, MD.

Phone Gilmer 3000.

THOS. H. VICKERY, President.

**BALTIMORE STORAGE
& MOVING COMPANY**

1710 to 1720 Edmondson Ave.

Members { N. Y. F. W. A.
Balt. F. W. A.

Fireproof Wh's'e in rear

BALTIMORE, MD.

Low Insurance Rates

Merchandise Warehousing

&

Distribution

Complete modern Warehouse Service
to all shippers.

Pool-Cars a Specialty

Located in heart of wholesale district

CENTRAL WAREHOUSE CO.

517 to 525 W. Baltimore St.

"We Give Service, Don't Promise It."

BALTIMORE, MD.

FIDELITY

STORAGE CO.

2104-6-8-10 Maryland Avenue

Household Goods Exclusively
Your Clients Efficiently Served
All Collections Promptly Remitted

MEMBERS

Baltimore Furniture Warehousemen's Association.
National Furniture Warehousemen's Association.

Baltimore's Modern Fireproof Warehouse

The Men Who Distribute

Swift & Co. Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

BALTIMORE, MD.

Guilford Warehouse Co.

Baltimore, Md.

Located in the center of Baltimore's wholesale and jobbing district.

Direct Penna. R. R. Siding

General merchandise of all kinds. Pool cars and L. C. L. shipments accepted. Motor truck service. Get our rates before making consignments to Baltimore.

BALTIMORE, MD.

THE KAUFMAN FIREPROOF STORAGE WAREHOUSES

Chas. H. Kaufman, Prop.

General Offices

524 to 530 W. Lafayette Ave., Baltimore, Md.

Warehouses:

524-534 W. Lafayette Ave.
532-534 W. Lafayette Ave.
1404-1406 Division St.
1405-1407 Brunt St.

Members:

N. F. W. A.
A. W. A.
Balt. F. W. A.

MOTOR VANS FOR LONG DISTANCE HAULING

BALTIMORE, MD.

Established 1879

MONUMENTAL STORAGE & CARPET CLEANING CO.

1110-1116 PARK AVENUE, BALTIMORE, MD.

ABSOLUTELY FIREPROOF WAREHOUSE

*Furniture Storage — Packing — Moving
Carpet Cleaning*

Members N. F. W. A. and B. F. W. A.

BALTIMORE, MD.

Security Storage & Trust Company

Resources Over One Million Dollars

15 W. North Avenue

FIREPROOF WAREHOUSES

MOTOR EQUIPMENT

EFFICIENT SERVICE

TO WAREHOUSEMEN

Members of

Baltimore Furniture Warehousemen's Association
National Furniture Warehousemen's Association

ARLINGTON, MASS.

ARLINGTON STORAGE WAREHOUSE
20 Mill Street, Arlington, Massachusetts

Fireproof and Semi-Fireproof Sections

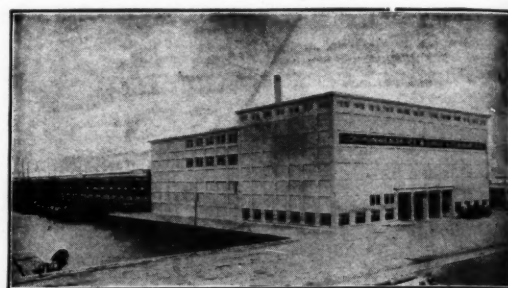
Household Goods Exclusively

Modern Heated Piano Room

Separate Locked Rooms for Furniture

First-Class Auto-Truck Service
Packing and Shipping Anywhere
Consignments Solicited

BOSTON, MASS.

**For Service in Boston
It's Commonwealth***Where Rail Meets Sail*

*Cold storage for all classes of perishable merchandise.
Directly connected side track on New York, New
Haven & Hartford.*

*General storage space for all classes of merchandise.
Perfect local distribution facilities.*

**COMMONWEALTH
ICE AND COLD STORAGE CO.**
220 Northern Avenue, Boston, Mass.

BOSTON, MASS.

GIBBS EXPRESS CO. YETTEN'S STORAGE

ESTABLISHED 1845

232 State St.

Tel. Richmond 3408

General Merchandise Distribution and Warehousing
We operate 6 motor trucks and 6 horse drawn vehicles

ADVERTISING
Doesn't Jerk — it
Pulls—a Steady Pull.
Every ad Goes to Confirm
the one Before it—to
Strengthen the One That
is to Follow and There's
No Waste of Effort or
Money. The Stayer Wins
Every time.

BOSTON, MASS.



FURNITURE AND PIANO MOVERS

HOME, OFFICE and LONG DISTANCE MOVING

Having a five story building comprising forty-one thousand square feet devoted exclusively to the Packing and Storing of Household Goods and Office Furniture for shipment.

We are the largest concern in New England doing this kind of work, operating a fleet of trucks for intercity and interstate shipments, also take care of your collections and represent you at this end.

Main Office and Packing Dept.

79 Broadway South Boston

Intown Office

28 Bromfield Street Boston

BOSTON, MASS.

Northern Avenue Stores and Dock Corporation

New Haven Terminal Stores

308-316 Congress Street, Boston, Mass.

Direct Track Connection

New York, New Haven & Hartford Railroad

Dockage for Steamers and Vessels

Storage of Wool, Leather and General Merchandise

Fort Hill Storage Warehouse

415-429 Atlantic Avenue

76-86 Purchase Street

General Merchandise

George W. Blinn, Manager

BOSTON, MASS.

Quincy Market Cold Storage and Warehouse Co.

STORAGE FOR FREE AND
BONDED MERCHANDISE

Special Attention Given to Distribution

Charles River Stores, 4,776,000 cu. ft. Fire-proof construction—Lowest Insurance Rates. Direct track connection with the Boston & Maine R. R. Deep Water Connection—Dock 500 ft. long.

Albany Terminal Stores, 1,430,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Albany R. R.



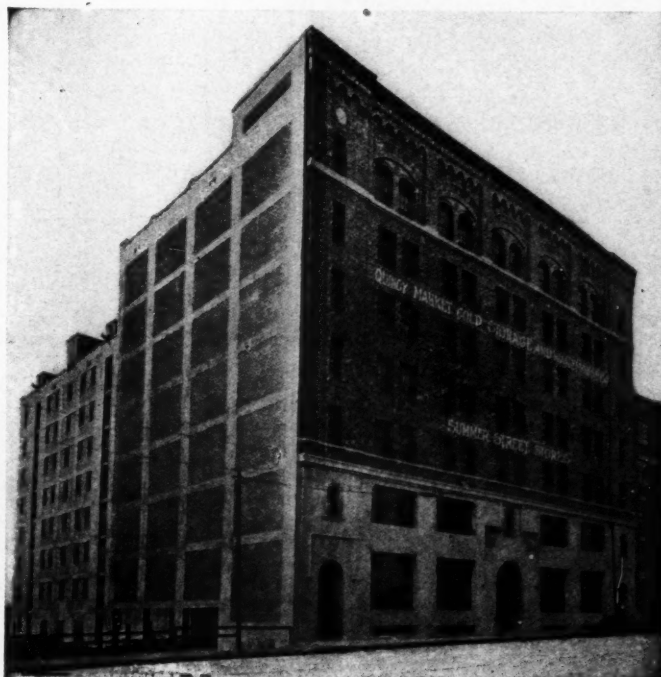
Summer Street Stores, 2,000,000 cu. ft. Fire-proof construction. Lowest Insurance Rates. Direct track connection with the New York, New Haven & Hartford R. R.

GEORGE S. LOVEJOY, Manager

General Storage Department

Main Office:

178 Atlantic Ave., Boston, Mass.



Summer Street Stores, Direct Connection via N. Y., N. H. & H. R. R.

BOSTON, MASS.

H. H. WIGGIN, PRESIDENT

S. G. SPEAR, TREASURER

TERMINAL WHARF AND RAILROAD WAREHOUSE COMPANY

50 Terminal Street

Charlestown District, Boston



Mystic Stores, Charlestown
Boston & Main siding
Adjoins Mystic Wharf

E Street Stores, South Boston
Direct R. R. connection with N. Y.,
N. H. & Hartford

**Storage of Wool, Cotton and
General Merchandise**

LOWEST INSURANCE RATES
DIRECT TRACK CONNECTIONS
BOSTON & MAINE R. R.

SHIPPING DIRECTIONS
MYSTIC WHARF
BOSTON, MASS.

CARTAGE TO AND
FROM FREIGHT STATIONS
AND BOAT LINES

**Fumigation of Foreign Cotton
and Cotton Waste**

AND OTHER MATERIALS AS REQUIRED
BY U. S. GOVERNMENT

WEIGHING, SAMPLING, AND ALL
SERVICES USUALLY PERFORMED
BY AN UP-TO-DATE WAREHOUSE

We will Lease or Build to Suit Tenants

BOSTON, MASS.
BRIGHTON, MASS.

Office 80-108 Holton St., Brighton, Mass.

General Merchandise Storage and Distributing

Pool Car Shipments. Location in the Center of Greater
Boston. B. and A. R. R. Siding.

MOTOR TRUCK SERVICE.

CAMBRIDGE, MASS.



When shipping goods by rail, consign to our care via Boston and Albany R. R., East
Cambridge Station. Car lots will be placed at our door on our own private siding.
METROPOLITAN STORAGE WAREHOUSE CO.
134 Massachusetts Avenue, Cambridge, Mass.
WARREN B. HIBBERT, Manager

BROCKTON, MASS.

Brockton Fireproof Storage Company

43 North Montello Street, Brockton, Massachusetts
Telephone Brockton 1140

General Merchandise. Distributing. Separate Rooms for Furniture.
Negotiable Receipts.

Bonded Warehouse. Our Own Side Track. Member A. W. A.
Located in center of business and shipping district on N. Y., N. H. &
H. R. R.

GREENFIELD, MASS.

Greenfield Storage Company

Fire Proof Public Warehouse

B. & M. R. R. Siding—Free Switching.
**COLD STORAGE—MERCHANDISE—
FURNITURE**

Machinery Transfer—Long Distance Trucking
Commercial and Truck Garage adjoining



HOLYOKE, MASS.

Sheldon Transfer & Storage Co., Inc.

ESTABLISHED 1870

Main Office 647 Main St.

Branch Office 47 Main St.

SPECIALISTS IN POOL CARS

Storage Space, 50,000 sq.ft. N.Y.N.H. & H. and B. & M. Sidings

The Men Who Distribute

Durkee's Salad Dressing

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

NORTHAMPTON, MASS.

GLEASON BROTHERS
P. P. Gleason Prop.

Long distance transfer by auto truck
 Building Movers—Crushed Stone, Cement and Mortar Sand
 Storage Warehouse—N. Y., N. H. & H. R. R.
 Office 7 Pearl St.—Tel. 413-W
 Member National Furniture Warehousemen's Assn.
 Northampton Baggage Transfer
 Boston & Maine R. R.—N. Y., N. H. & H. R. R.
 Tel. 153

WORCESTER, MASS.

**NORTHEASTERN
STORAGE & DISTRIBUTING CO.**

Storage and Distribution
 of General Merchandise

Pool Car Distribution

Railroad Facilities

WORCESTER, MASS.

J. W. MacGregor

George A. Bowker

GEORGE A. BOWKER, Inc.

STORAGE WAREHOUSE

Distributors of General Merchandise
 Carload and Pool Lots a Specialty
 NEW BUILDING B. & M. R.R. SIDING
 122-124 Central Street 111-113 Thomas Street
 Reliable Service

WORCESTER, MASS.

IN THE HEART OF NEW ENGLAND

Bowler Storage and Sales Company

General Merchandise Warehousemen

Specializing in Receiving, Storing and Distributing General Merchandise
 for Manufacturers, Agents and Brokers.

By an Organization Whose Policy Is

SECURITY, SYSTEM and SERVICE

WORCESTER, MASS.

C. A. BARTON, President

F. A. JENKS, Vice-President

GEO. T. DEWEY, Treasurer

Worcester Cold Storage and Warehouse Company

Members A. W. A.

Pool Car Shipments General Merchandise Storage
 Local Distribution

Cold Storage of Food Products

Direct Boston & Albany Railroad Siding

BAY CITY, MICH.

**The Riverside
Truck & Storage Co.**

General Merchandise Distribution

Storage of Household Goods and Merchandise.
 Car Load Lots and less than Car Load Lots.

Private Railroad Track.

Sidings on All Railroads Entering Bay City.

Office and Warehouses:

Cor. 2nd and Adams St., Bay City, Mich.

BAY CITY, MICH.

G. VAN HAAREN

V. VAN HAAREN

P. Van Haaren & Sons Storage Co.

FIRE PROOF STORAGE

Steel Compartments for Furniture Storage
 GENERAL TRANSFER LINE

MOTOR TRUCK SERVICE

Est. 1880

BAY CITY, MICHIGAN

DETROIT, MICH.

BAIER TRANSFER CO.

Griswold at Atwater St.

Main 1496. Cherry 6424

Holiday and Night Calls—Empire 0885

MOVING—CITY and INTERURBAN

STORAGE and PACKING

TRANSFER OF BAGGAGE

FORWARDERS TO WESTERN COAST POINTS

CANADIAN LICENSE

2 WAREHOUSES

MAIN OFFICE

GARAGE

142 Griswold St.

2973 West Grand Blvd.

DETROIT, MICH.

Your Big Desire Fulfilled—
 The House of Personal Service

**DETROIT
MICHIGAN'S LARGEST FIREPROOF
STORAGE WAREHOUSE**

A Safe Depository for

AUTOMOBILES
FURNITUREHOUSEHOLD EFFECTS
MERCHANDISE

MUSICAL INSTRUMENTS

Cold Storage Vaults for Furs,

Etc.

Rug and Textile Vaults

Rug and Upholstering Clean-

ing

Furniture Repairing

Safety Deposit Vaults

Crating and Packing

Export Boxing

Reshipping and Distribution

Trunk Vaults and Picture

Gallery

The Finest Moving Equip-

ment in the Middle West

Rigging and Erecting

We remit on receipt of Documents and Goods

DETROIT, MICH.

Great Central Warehouse Company

1321—12th Street, Detroit, Michigan

Merchandise Warehouse Exclusively

Private R. R. Siding on Michigan Central R. R.

Can Handle 40 Cars Daily

Prompt and Efficient Service Guaranteed

POOL CARS AND L.C.L. SHIPMENTS

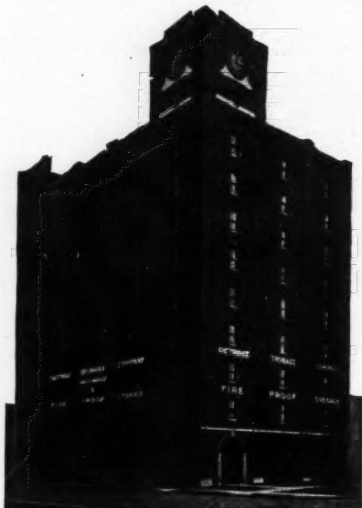
MOTOR TRUCK DISTRIBUTION IN
DETROIT AND VICINITY

Our warehouse is located on the west side of Detroit, easily
 accessible to all manufacturing plants and railroad freight
 depots.

DETROIT, MICH.

Detroit Storage Co.

A. A. LEONARD, Pres.



MOVING, PACKING, SHIPPING
 Corner East Grand Boulevard and Beaubien St.,
 DETROIT, MICH.

Member National Warehousemen's Ass'n.

DETROIT, MICH.

METROPOLITAN EXPRESS & CARTAGE CO.

Moving, Storage, Packing, Shipping
 WE MOVE BY VAN WITHIN 1000 MILES
 EVERY LOAD INSURED

Warehouse 1338-48 Lafayette Blvd.

Member D. T. A.

J. A. BLENMAN, Prop., 7430 Beaubien St., Detroit

DETROIT, MICH.

The Michigan Terminal Warehouse Co.

See our advertisement on front inside cover, page 2.

**Improved Service
at a Saving**

Whether you sell to 1 or to all
 the 3,300 industries in Detroit,
 you cannot afford to overlook
 our plan of making your local
 deliveries at an actual saving to
 you.

Write us for details.

**PENINSULAR
WAREHOUSES**

Incorporated

The Symbol of



Real Service

643 Book Bldg.

DETROIT

DETROIT, MICH.

**HORN'S
COMMERCIAL WAREHOUSES**

We store or distribute all classes of merchandise.
 We operate our own motor trucks and can give
 "SERVICE."

"THRU SERVICE WE GROW"

DETROIT

MICH.

DETROIT, MICH.

JOHN F. IVORY, Inc.

Office 6439 Hamilton Ave.

Moving Engineers

Moving Packing Shipping Storage

Warehouse 1338 to 1348 Lafayette Boulevard

Phones: Northway 2714-2982

DETROIT, MICH.

Manufacturers Warehouse Company

1716 W. LAFAYETTE BLVD.

Commercial and Bonded Warehouse

Centrally Located to All
 Railroads and Boat Lines

DETROIT, MICH.

MERCHANTS WAREHOUSE CO.

Storing, Distributing, Forwarding

5620 FEDERAL

E. B. Dixn, Manager

Detroit, Mich.

THE advertiser

Who gets cold feet now

Will be cold all over

Two years from now.

—The Credit Monthly

DETROIT, MICH.

WM. P. BRADLEY
PresidentJULIUS BERMAN
Vice PresidentFREDERICK B. BROWN
Secretary Treasurer**RAILROAD WAREHOUSE INC.**

DETROIT, MICHIGAN

OFFICE:

1212 First National Bank Bldg.
Telephone, Main 2922

General

Merchandise
Storage

WAREHOUSE:

6930 West Jefferson Avenue
Telephone, Cedar 5060

50,000 Square Feet of Ground Floor Space

Warehouse Located in Heart of Factory District

PRIVATE R. R. SIDING

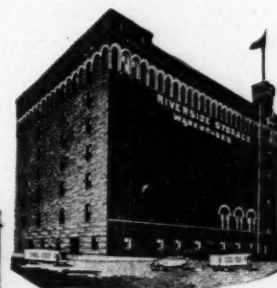
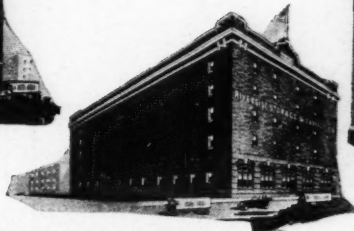
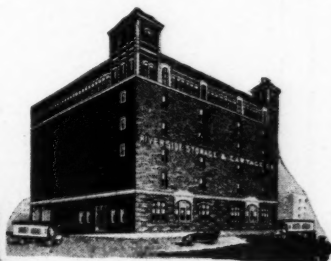
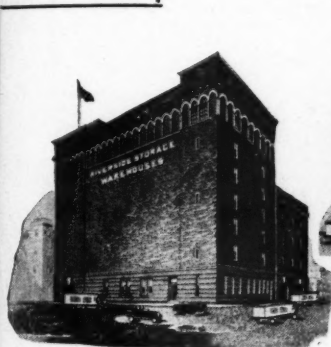
*Direct Connection on: Penn. R. R., Pere Marquette R. R., Mich. Central R. R. and Wabash R. R.**Inside and outside space for coal, lumber, brick and building material
of all kinds. Carload lots or L.C.L. shipments.*

WE SOLICIT YOUR MERCHANDISE STORAGE BUSINESS IN DETROIT

EFFICIENT SERVICE

CARTAGE FACILITIES

DETROIT, MICH.



MEMBERS

American Warehousemen's Association
National Furniture Warehousemen's AssociationR. CROUL DICKINSON
Vice-PresidentC. H. BREAUULT
SecretaryJ. D. DUNN
President & Treasurer**STORAGE—REMOVALS—PACKING—SHIPPING****"SERVICE WITH SECURITY"**

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects.

Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

RIVERSIDE STORAGE and CARTAGE CO.

CASS and CONGRESS STS.

DETROIT, MICHIGAN

DETROIT, MICH.

WOLVERINE STORAGE CO.

EAST JEFFERSON AVENUE
AND
TERMINAL RAILROAD

Storage

Moving

Packing

Shipping

LARGEST FIREPROOF WAREHOUSE IN STATE

Members National Furniture Warehousemen's Association

GRAND RAPIDS, MICH.

**Most Up-to-Date Warehouse
in Michigan**

Concrete Construction.
Absolutely Fireproof. Sprinkler Risk.
Lowest Warehouse Insurance Rate in State.
Track Capacity, 25 Cars.
Latest and Best Equipment for Handling

General Merchandise Storage

Cartage Facilities.
High Grade Service Guaranteed.
Negotiable Warehouse Receipts Issued.
Pool Car Distribution.

Furniture Manufacturers Warehouse Co.
505-511 Fulton Street, West Grand Rapids, Mich.

FLINT, MICH.

**THE ONLY FIREPROOF WAREHOUSE
IN FLINT, MICHIGAN**

Moving Packing Shipping Storage

FLINT FIREPROOF STORAGE CO.
615 East 6th Avenue

GRAND RAPIDS, MICH.

MOVING, PACKING, STORING

Every load protected by insurance while in transit
Courtesy, Service, Safety
Long Distance Moving

GRAND RAPIDS STORAGE & VAN COMPANY
1546 Lake Drive, S. E. Grand Rapids, Mich.

GRAND RAPIDS, MICH.

**LARGEST COMMERCIAL
WAREHOUSE IN WESTERN
MICHIGAN****COLUMBIAN STORAGE &
TRANSFER CO.**

Located within four blocks of all principal freight depots.

GRAND RAPIDS, MICH.

"INSTANT SERVICE"**MERCHANDISE WAREHOUSE ONLY**

We operate 36 horse-drawn vehicles and 12 motor trucks.
Orders received before noon shipped same day.

Pool Car Distribution

Private R. R. Siding Michigan Central R. R.
Free Switching

GRAND RAPIDS, MICH.

**Michigan's Great
Distributing Point***That's Grand Rapids.*

And here we have developed a specialized service of vital interest to manufacturers who appreciate the value of spot stocks strategically located in the heart of this prosperous State.

A well-kept group of ten warehouses, each equipped for the economical handling and storage of carefully classified commodities, offer unusual facilities for this purpose.

To expedite delivery and insure excellent care, have Merchandise, Household Goods, Machinery, Foodstuffs Etc. for Grand Rapids and vicinity all marked c/o

Richards Storage Co.
Grand Rapids, Michigan

GRAND RAPIDS, MICH.

Elston Packing & Storage Company

Storage—Moving—Packing—Shipping

Office: Wealthy St. and Charles Ave., Grand Rapids, Michigan

LANSING, MICH.

*"Center of Michigan"***Fireproof Storage & Transfer Co.**

SERVICE—SAFETY—SATISFACTION—GUARANTEED

MOVE—PACK—CRATE—TRANSFER

**FIREPROOF WAREHOUSE—PRIVATE SIDING
POOL CAR DISTRIBUTION**

LANSING, MICH.

LANSING STORAGE COMPANY

The only modern fireproof warehouse in
Lansing exclusively for household storage.

RUG—TRUNK—SILVER VAULTS

WE KNOW HOW

Washington Ave. at Genessee St.

SAGINAW, MICH.

CENTRAL WAREHOUSE CO.

GENERAL WAREHOUSEMEN AND FORWARDERS

MERCHANDISE DISTRIBUTION

SPRINKLER SYSTEM

Private Sidings M. C. R. R.

SAGINAW, MICH. Office N. Michigan Ave.

DULUTH, MINN.

Established 1892

Thirty-One Years of Experience

DULUTH VAN & STORAGE CO.

18 Fourth Avenue, West

Modern Storage Facilities for
Household Goods & Merchandise

POOL CAR DISTRIBUTORS

Located on Terminal Tracks—No Switching Charge

DULUTH, MINN.

HART TRANSFER & STORAGE COMPANY

PACKING, STORAGE, SHIPPING

Largest Padded Vans in the City

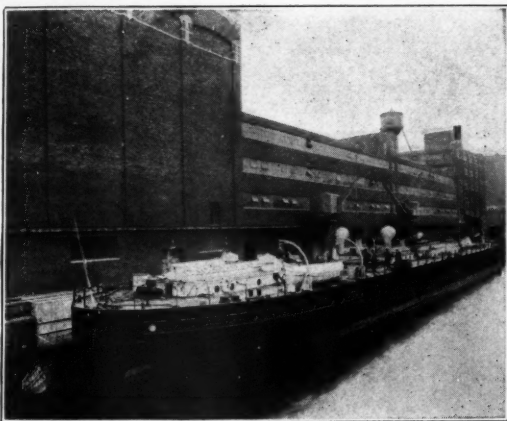
Private Switch—No Switching Charge

Freight, baggage and express transfer. Furniture packing and moving. Light
and heavy hauling, private locked rooms, heated piano and painting rooms.
Advanced charges remitted instantly. Reciprocity at every opportunity.

POOL CARS DISTRIBUTED

17 NORTH FIFTH AVE., WEST

DULUTH, MINN.

**McDougall Terminal Warehouse Co.**

Owners of

MINNESOTA-ATLANTIC TRANSIT COMPANY

Duluth, Minnesota

The Northwest's Newest and Greatest Terminal

350,000 sq. ft. General Storage Space
1,000,000 cu. ft. Cold Storage Space
90-Car Track Capacity—Free Switching
Insurance Rate 10c Complete Service
2,000 feet Water Front

Water Transportation

Refrigerated Motorships and Steamers

Bi-Weekly Sailings Direct to New York

All-water No Transfer

Fastest Lake and Rail Service

Sailings Every Other Day—All Eastern Points

Via Port Huron, Mich.

McDougall Terminal Warehouse Co.

Duluth, Minnesota

New York

Minneapolis

St. Paul

DULUTH, MINN.

SECURITY STORAGE & VAN CO.,

14 EAST MICHIGAN ST.

STORAGE AND TRANSFER
OF HOUSEHOLD GOODS
AND MERCHANDISE

POOL CAR DISTRIBUTORS

Located on Terminal Tracks

No Switching Charge

MINNEAPOLIS, MINN.

THE BOYD TRANSFER & STORAGE CO.

Minneapolis, Minnesota

NET RESOURCES \$450,000.00

Outstanding Facts About BOYD

Storage Plant Covering an entire City block.

Fireproof Warehouse for Household Goods with
1600 Rooms and Compartments.

Freight Depot on C. G. W. R. R. for Merchandise
Storage and Distribution. Trackage for Twenty
Cars.

Largest Pool Car Forwarders in the Northwest.

Forty Motor and Horse-drawn Vans covering every
part of Minneapolis and St. Paul.

THIRTY YEARS EXPERIENCE.

MINNEAPOLIS, MINN.

Both our fireproof and non-fireproof warehouses are located in the
downtown business district on direct railroad trackage.

**DISTRIBUTING AND WAREHOUSING
MERCHANDISE AND HOUSEHOLD GOODS
TRUCK SERVICE**

Regular Trips Between Twin Cities

Cameron Transfer and Storage Co.

Main Office, 420 Second Avenue South

Warehouses: 734 to 758 North Fourth Street

MINNEAPOLIS, MINN.

KEDNEY WAREHOUSE CO.

Merchandise Houses

8-22 Hennepin Ave., on C. G. W.

Trap Car and Motor Truck Service

Household Goods Houses

101 Third Ave. So. on Belt Line Tracks

Packing — Moving — Shipping

Members—A. W. A.

C. W. C.

Minn. W. A.

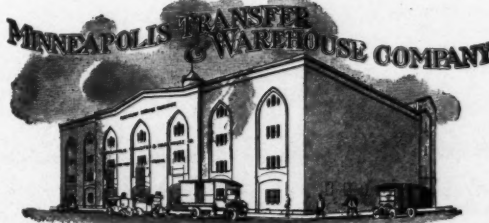
MINNEAPOLIS, MINN.

1,500,000 CUBIC FEET

FIREPROOF

Lowest Insurance Rate in Minneapolis

Locked private fireproof rooms for storage of household goods. Pool
car distributors. Complete fleet of vans and motor trucks.



MINNEAPOLIS, MINN.

MURPHY**Transfer & Storage Co.****900 Fourth St. North, Minneapolis, Minn.**

Fireproof, sprinklered, with the lowest insurance rates, the safety of your goods is not only assured, but at lower cost.

Three railroads connect direct to our platform: the G. N., M. & St. L., and C., B. & Q. All others switch free to us.

MINNEAPOLIS, MINN.

Consign your Minneapolis shipments to
**The Thompson Transfer
& Storage Co.**

Prompt and efficient service on
Pool Cars of household goods and
merchandise. Motor Van Service

Collections remitted upon receipt of B/L

Office 310 South 4th Street

MINNEAPOLIS, MINN.

**SECURITY
WAREHOUSE COMPANY**

Established 1883

**MERCHANDISE
STORAGE And
DISTRIBUTION**

For Minnesota and Northwestern States

**L. C. L. Shipments without
Cartage**

Motor Truck Deliveries

**Located in heart of
wholesale district**

Minneapolis



ST. PAUL, MINN.

St. Paul

Minn.



*Distributors and Handlers of
HOUSEHOLD GOODS*

ST. PAUL, MINN.

**Your Patrons in the Northwest
Demand Quick Service**

Let us help you give it to them

We are at the natural gateway, at the junction of nine railroads, Minnesota Transfer, in Midway, a short distance from the jobbing and retail districts of both St. Paul and Minneapolis—giving complete accessibility from one stock to every point.

L. C. L. shipping without carting. Motor Trucks for local deliveries. Forty acres of ground. Six miles of trackage, operated by our electric locomotives.

**Merchandise Bonded and Cold Storage
Industrial Sites**

*Let us help you solve your distribution problem
in this territory.*

CENTRAL WAREHOUSE COMPANY

Office: 739 Pillsbury Avenue

St. Paul, Minn.

Members A. W. A., Central Warehousemen's
Club and Minnesota Warehousemen's Asso-
ciation



MINNEAPOLIS, MINN.

**Skellet
of Minneapolis**

deserves a place at the head of your Minneapolis list. A new warehouse, modern in every detail, and operated by experienced men along most efficient lines. Open storage and private rooms; centrally located on private side track; 21 vans and trucks. Our facilities and service warrant your investigation. We have the knack of making newcomers welcome.

Members: N. F. W. A. A. W. A. Central Club

SKELLET COMPANY

201 South Fifth Street

Minneapolis, Minn.

We operate Ballard Company in St. Paul

ST. PAUL, MINN.

FIDELITY STORAGE & TRANSFER Co.

HIGH GRADE STORAGE ACCOMMODATIONS
Office, 310-312 Cedar St.
Pooled Cars Distributed, Three Track Warehouses,
Merchandise and Household Goods

ST. PAUL, MINN.

Kedney Warehouse Co.

9th & Broadway—on G. N. & Burlington

**Merchandise Storage
and Distribution**

**Moving, Packing and Shipping
Household Goods**

Members A. W. A., C. W. C., Minn. W. A.

ST. PAUL, MINN.

ST. PAUL TERMINAL WAREHOUSE COMPANY

New, clean, fireproof warehouses.
Located centrally in jobbing district.
LCL shipping without cartage.
Motor Trucks for store door delivery.
Bonded to the State.

**Merchandise Storage and
Distribution**

ST. PAUL



JACKSON, MISS.

RICKS Storage & Distributing Company

BONDED WAREHOUSEMEN

Mississippi's Largest Warehouse

General Merchandise and Household Goods
Storage and Distributing

Modern Brick Buildings
Private Siding I. C. R. R.
Motor Truck Service

Member—A. W. A.

JOPLIN, MO.

Tonnies Transfer & Storage Co.

1027-43 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates

PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

Serve the Southwest with United Service



KANSAS CITY WAREHOUSE

Three of the finest fireproof modern warehouses in the middle west. All operated by experienced warehousemen. Each equipped to furnish any service connected with the efficient storing, forwarding, or distribution of new merchandise. Ask us about it.

UNITED WAREHOUSE CO.

Capital, \$100,000.00

Kansas City, Mo.
2114 Central St.



Wichita, Kansas
815 E. 2nd

A Thousand Salesmen

at a cost to you of ten thousand dollars a day could not give your business the same simultaneous coverage in the warehousing industry as is represented by an advertisement in "Distribution & Warehousing" at a cost to you of less than twenty-five dollars.

Furthermore—your advertisement continues working for you the whole balance of the month

FOR NOTHING

The progressive manager will use this silent salesman to advantage NOW.

Advertising rates on request

Distribution & Warehousing

239 West 39th St.

New York City

Kansas City, Mo.



HOUSEHOLD GOODS COMPANIES

Beebe Storage & Moving Co.,
Kansas City, Mo.

L. Leritz & Son Storage & Moving Co.,
Kansas City, Mo.

Monarch Transfer & Storage Co.,
Kansas City, Mo.

Perky Bros. Transfer & Storage Co.,
Kansas City, Mo.

A. B. C. Fireproof Warehouse Co.,
Kansas City, Mo.

Groves Fireproof Warehouse Co.,
Kansas City, Mo.

Lincoln Fireproof Storage Co.,
Kansas City, Mo.

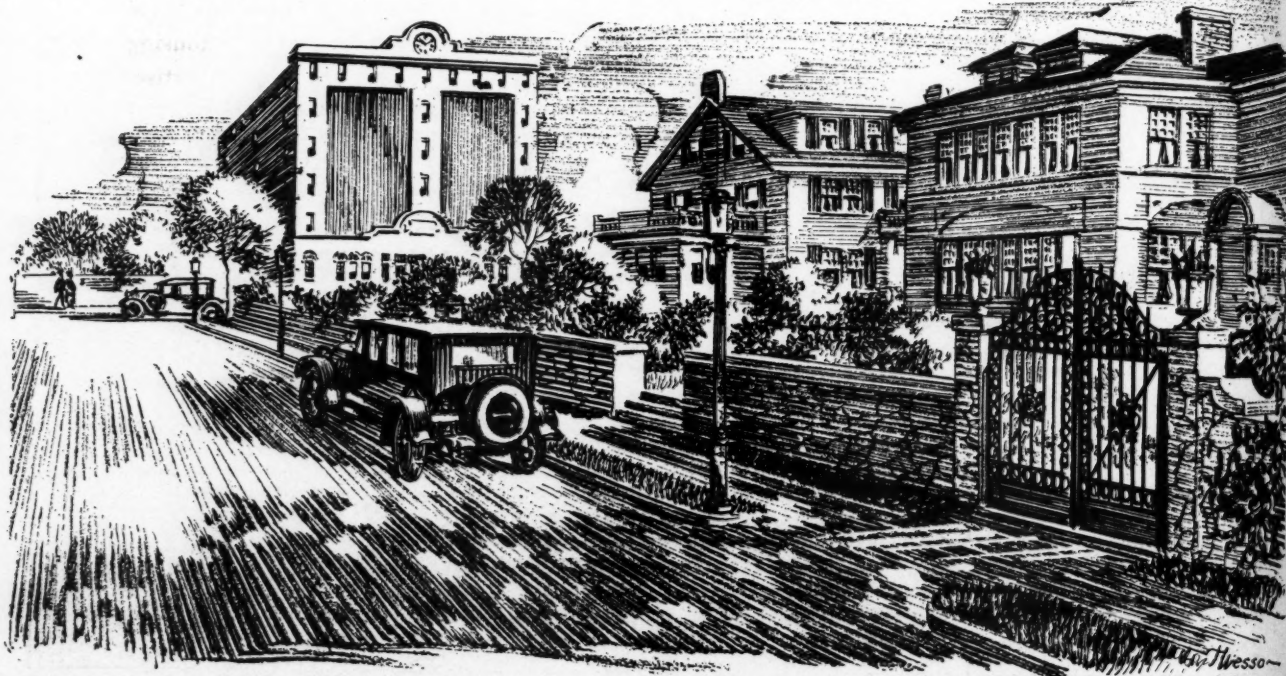
D. A. Morr Transfer & Storage Co.,
Kansas City, Mo.

MERCHANDISE WAREHOUSE COMPANIES

Central Storage Company,
Kansas City, Mo.

Adams Transfer & Storage Co.,
Kansas City, Mo.

Crooks Terminal Warehouses,
Kansas City, Mo.



ST. LOUIS, MO.

Four of St. Louis' oldest and largest household goods warehouses under "GENERAL" management.

Langan & Taylor Storage & Moving Co.

R. U. Leonori Auction & Storage Co.

American Storage & Moving Co.

J. Brown Storage Co.

In the world of household goods warehousing, these words are synonyms —

SAINT
LOUIS
MISSOURI

&

GENERAL
WAREHOUSING
COMPANY

ST. LOUIS, MO.

Gunn Transfer Co.
Inc.

112-114 S. Seventeenth St.

St. Louis, Missouri

Storage and Distribution

Pool Cars Assembled

and Distributed

Merchandise

Furniture

Low Insurance Rate

Warehouse on R. R. Siding

ST. LOUIS, MO.

BEN A. LANGAN

FIREPROOF STORAGE CO.

5201 to 5209 Delmar Ave.

ST. LOUIS

Expert Movers and Forwarders of
HOUSEHOLD GOODS

Our Auto Van Service is Unexcelled

Your Interests Will Be Safely Guarded

ST. LOUIS, MO.

The St. Louis Gateway.

Goods laid down on our floors in St. Louis are within a few hours of a million and a half purchasers, while 775,000 are right outside the doors. With our downtown location and excellent reshipping facilities you can serve this mammoth population at minimum expense. We co-operate in serving your interests in this territory. We make a specialty of the storage of automobiles.



Pennsylvania Terminal Warehouse Co.
of St. Louis, Missouri.

R. F. Abernathy, Resident Mgr.

HASTINGS, NEBR.

Borley Storage & Transfer Co., Inc.

Pool Car Distributor

STORAGE—FURNITURE
MERCHANDISE

HAULING, LIGHT & HEAVY
TWO WAREHOUSES

Private Railroad Siding
All Railroad Connections

NORFOLK, NEBR.

BONDED WAREHOUSE

NORFOLK
TRANSFER and STORAGE

W. H. BLAKEMAN, Owner

Merchandise, Household Goods and Automobiles

Pool Cars Distributed C. N. W., U. P., C. St. P. M. & O.

OMAHA, NEBR.

BEKINS OMAHA VAN and STORAGE

Household Goods and Merchandise

16th and Leavenworth St., OMAHA, NEBR.

OMAHA, NEBR.

MERCANTILE
STORAGE & WAREHOUSE COMPANY

Merchandise Distribution and Warehousing
Write us for rates.

OMAHA

OMAHA, NEBR.

FIDELITY STORAGE & VAN CO.

1107-11 HOWARD STREET

Exclusive Household Storage

Removals — Packing — Forwarding

All Collections Promptly Remitted

MEMBERS { American Warehousemen's Association
Central Warehousemen's Club
National Furniture Warehousemen's Association

OMAHA, NEBR.

GORDON Fireproof Warehouse & Van Co.

Main Office: 219 North 11th Street

Four warehouses on track, equipped with automatic sprinkler systems.

Accommodations for brokers, jobbers, automobile manufacturers, etc.

Household Goods Packed, Stored and Forwarded

MEMBER:

American Warehousemen's Association.
Central Warehousemen's Club.
National Furniture Warehousemen's Association.



OMAHA, NEBR.

Pacific Storage & Warehouse Co.

1007-9-11 JONES STREET

Merchandise Storage and Distribution
Pool cars solicited

Private Siding Motor Trucks

Our Warehouse is in the Center of the Jobbing and Business District.

Service That Satisfies Is Our Motto

Members of the Central Warehousemen's Club,
American Warehousemen's Ass'n.

OMAHA, NEBR.

Terminal Warehouse Company

702-712 S. Tenth Street

CENTRALLY LOCATED
POOL CAR DISTRIBUTION.
MERCHANDISE STORAGE AND TRANSFER.
IMPLEMENTS STORAGE AND TRANSFER.
COMPLETE HOUSEHOLD GOODS SERVICE.
WE RECIPROCATE.

MANCHESTER, N. H.

McLANE & TAYLOR

Direct Boston & Maine Siding

MERCHANDISE—COLD STORAGE PLANT—FUR
STORAGE—AUTOMOBILE STORAGE AND
HOUSEHOLD GOODS

New and Absolutely
Fireproof Warehouse

WAREHOUSING IN ALL ITS BRANCHES

ATLANTIC CITY, N. J.

ATLAS STORAGE WAREHOUSE CO.

601 N. MISSOURI AVE.

ROOM, OPEN AND OUTSIDE STORAGE FOR HOUSEHOLD GOODS, MERCHANDISE AND MACHINERY

FACTORY AND CARLOAD DISTRIBUTION

PENNA. R. R. SIDING HEAVY HAULING

ATLANTIC CITY, N. J.

ELDRIDGE EXPRESS and STORAGE WAREHOUSE CO.

Office: 110 N. South Carolina Avenue
Inter-City Auto Service Heavy Hauling



Railroad
Siding and
Storage Yard

Storage for
Goods and
Merchandise

Piano Moving

Phone 108

CAMDEN, N. J.

C. S. & E. J. ZEIGLER, Proprietors

The Park Storage Warehouse Co.

Main Office and Warehouse:
HADDON AVE. AND PINE ST., CAMDEN, N. J.



Estimates Cheerfully Given Phones, Bell 1299, Eastern 460

Storage, Moving, Packing and Shipping
AUTO VANS—NO ROAD TOO LONG

CAMDEN, N. J.

Wm. Rommel, Jr., Genl. Manager

South Jersey Warehouse Company

1300 Pine St., Camden, N. J.

General Merchandise Only. Warehouse Receipts Issued.

Direct Penn. R. R. Siding. Pool Car Distribution

Motor truck service for Philadelphia and South Jersey deliveries

The Men Who Distribute

Whitney-Eckstein Seeds

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

EAST ORANGE, N. J.

JACOB DIETRICH

Storage, Moving, Packing and Shipping
Oranges and Maplewood-Padded Motor Vans

My satisfied customers cover a period
of over 30 years. Shipments solicited.

47 No. Grove Street, EAST ORANGE

EAST ORANGE, N. J.

Est. 1907

The Orange Storage Warehouse

Fireproof Household Goods Warehouses

42 Harrison Street

MOTOR TRUCK EQUIPMENT

EAST ORANGE, N. J.

Established 1883

THOMAS P. WATSON

29 McKINLEY AVENUE

Fireproof Storage Warehouse
Largest Insurance Rate—

Service in the Oranges, Montclair, Maplewood

Member National Furniture Warehousemen's Association
Member New Jersey Furniture Warehousemen's Association

HACKENSACK, N. J.

GEO. B. HOLMAN & CO., Inc.

STORAGE - SHIPPING - PACKING

HOUSEHOLD GOODS EXCLUSIVELY

Most Modern Equipment in North Jersey
Complete Warehouse Service

Motor Vans for Local & Long Distance Hauling

Members N. J. F. W. A. and N. F. W. A.

JERSEY CITY, N. J.

GOODMAN WAREHOUSE CORP.

Fireproof Storage

For Shipments of Household Goods and Merchandise in Jersey
City and Greater New York
Accessible to All Railroads

For Information See Directory (December Issue, Page 207).

JERSEY CITY OFFICE.....NEW JERSEY
BAYONNE.....NEW JERSEY

NEWARK, N. J.

Estab. 1850

Jos. V. Lupo, Pres. & Treas.
John F. Lupo, Sec.

JOB De CAMP, INC.

80 PARK PLACE

Transfer of Household Goods Storage of Household Goods
Freight, Heavy Haulage, Mdse., New Autos, Imple-
Motor Service ments, Yard Storage.

Factory Distributors

Member of N. J. F. W. A. and N. F. W. A.

NEWARK, N. J.

A Real Warehouse

With Rail and
Water, and in
the Heart of
Newark

Member A. W. A.

ESSEX WAREHOUSE CO.

NEWARK, N. J.

JOHN MULLIGAN, Pres.

WILLIAM MULLIGAN, Vice-Pres.

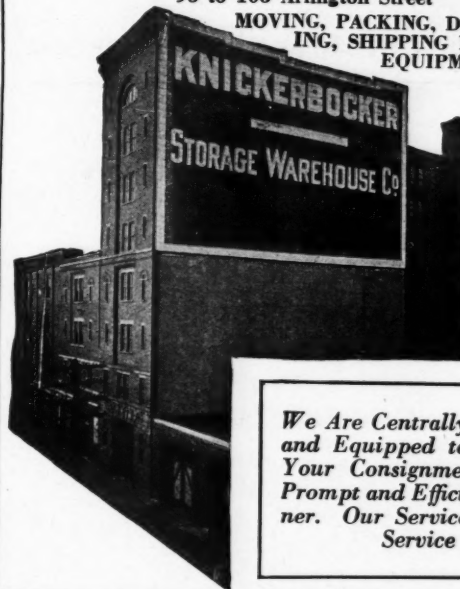
JAMES E. MULLIGAN, Sec. and Mgr.

Ship to Newark's Leading Furniture and Merchandise
Warehouse

**Knickerbocker Storage
Warehouse Company**

96 to 106 Arlington Street

MOVING, PACKING, DISTRIBUT-
ING, SHIPPING MOTOR
EQUIPMENT



Member
N. F. W. A.
and
N. J. F. W. A.

*We Are Centrally Located
and Equipped to Handle
Your Consignments in a
Prompt and Efficient Man-
ner. Our Service Is Real
Service*

NEWARK, N. J.

**Lehigh Warehouse &
Transportation Co., Inc.**

118 Frelinghuysen Ave., Newark, N. J.

*Storage and Distribution of
General Merchandise*

Lehigh Valley Siding

*Motor Trucks for Local and
Long Distance Work*

Members: American Warehousemen's Ass'n



NEWARK, N. J.

JOS. J. KROEGER

Tel. Market 7372

Storage—Fireproof or Non-Fireproof
Motor Trucks for Long Distance Moving

546-552 Central Ave.

NEWARK, N. J.

T. L. MORTON, Manager

MODEL STORAGE WAREHOUSES

54-56 Belleville Ave.

FIREPROOF STORAGE

EXPERTS IN HANDLING SHIPMENTS OF HOUSEHOLD
GOODS

YOU KNOW—WE KNOW HOW

Members:

New Jersey F. W. A. National F. W. A.
American W. A. Canadian S. W. A.

NEWARK, N. J.

New Jersey Warehouse Company, Inc.

237-239 Ridgewood Ave.

322-324 Badger Ave.

Warehousemen—Riggers—Forwarders
Furniture—Merchandise
Private Penna. R. R. Siding

NEWARK, N. J.

TRUCKING WAREHOUSING SHIPPING

PASSAIC TRANSPORTATION COMPANY

OFFICES

57 Freeman Street, Newark, N. J.

General Merchandise Storage and Forwarding

Capacity, 1000 Cars

Fireproof Brick and Concrete
Buildings

Railroad Sidings

CENTRAL RAILROAD OF N. J.

Dock Facilities

PASSAIC RIVER

Warehouse Receipts Issued

City Deliveries.

Long and Short Distance Hauls

Low Insurance Rates on Application

Regular Deliveries of Merchandise between
New York, Newark and Phila.

NEWARK-HARRISON, N. J.

Security Storage Warehouse

412-20 Harrison Ave.

John O'Connor, Prop.

MERCHANDISE WAREHOUSING AND DISTRIBUTION HOUSEHOLD GOODS WAREHOUSE

Members A. W. A. and N. F. W. A.

The Men Who Distribute

Union Matches

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

Moral—Use Warehouses

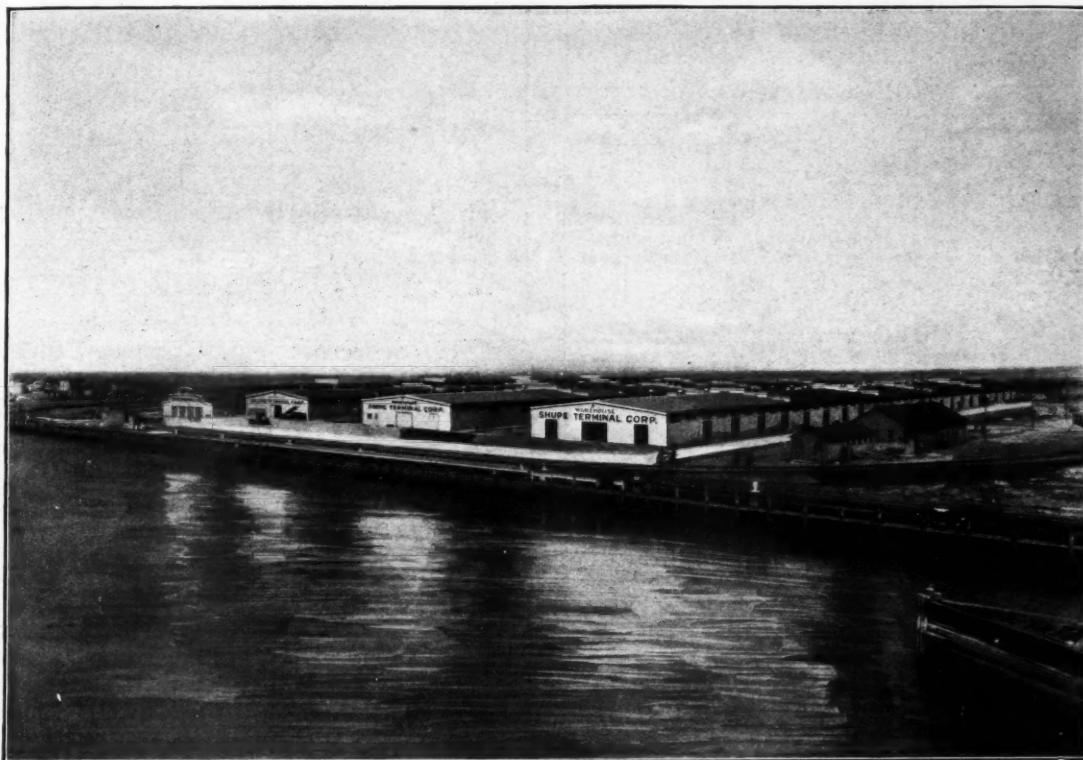
THE manager of a western branch of a large eastern house was recently called upon to discharge several salesmen and cut down his branch house force in an effort to effect economies which would leave something for the stockholders at the end of the year. Following instructions he discharged salesmen, stenographers, clerks and cut his warehouse force down to the lowest possible point and then, on reviewing the situation, he found it about as follows:

Having discharged his salesmen his orders naturally fell off to an alarming extent and on account of the changes in his organization he found it necessary to spend a very large portion of his time looking after detail work which should have been cared for by an employe at a nominal salary.

As he had charge of all sales this of course further reduced the output and he found his rent was entirely out of proportion to his income. A further study of his business developed the fact that his cost for branch house service, not including sales expense or office rental ran nearly \$250 for each car handled. Inquiry showed that he could handle his product through an established public warehouse where every detail of handling, storage and shipping could be cared for at from \$60 to \$75 per car and included in this cost was the supervision which had taken so much of his time.

Acting on the information secured he has disposed of his lease, placed his stock with a warehouse, re-employed some of his salesmen and is again going after business. Under the new method he finds it possible to arrive at an exact cost for handling spot stocks as compared with an estimated cost under the old method.—Sid Smith.

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KEARNY, N. J.



Unsurpassed distributing facilities for manufacturers

The shortest route to your market is to carry spot stocks; for immediate delivery the Shupe Terminal Corporation offers a dependable warehouse and delivery service, with storage and distributing facilities that are unequalled anywhere in the Metropolitan District; rates low, because of our wonderful location and equipment.

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Packers and Shippers**

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We make prompt collections and re-
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Have It Done Right—And Right Means By

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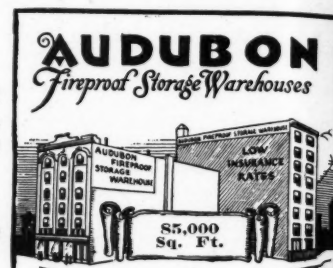


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L.V.R.R.About $\frac{1}{2}$ mile
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A Fleet of Fifteen Padded Vans.

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Established 1887

The Men Who Distribute

California Peaches & FigsRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

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OF HOUSEHOLD GOODS

Collections made and promptly remitted

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Allen and N. Washington Streets

Members NFWA. and AWA.

ROCHESTER, N. Y.

J. C. Clancy Carting Company

Service Since 1885

Office: Webster Cor. Grand Ave.

Household Goods—General Merchandise

Fleet of Motor Trucks for Local and Long Distance Work

ROCHESTER, N. Y.

SAM GOTTRY CARTING CO.

Office: POWERS BLDG.

Household Goods and General Merchandise

Direct Siding: Rome, Watertown & Ogdensburg R. R. (Branch N. Y. C.)

Pool Car Shipments—Motor Truck Equipment for Handling All

Specialize—Glucose, Paper, Machinery, Sugar, Pails

ROCHESTER, N. Y.

Storage, transfer and forwarding of general merchandise. Only warehouse situated in center of city on N. Y. C. R. R. siding. Equipped with sprinkler system. Lowest insurance rates.

MONROE WAREHOUSE CO., INC.,

55-83 Railroad Street

Rochester, N. Y.

ROCHESTER, N. Y.

ROCHESTER STORAGE WAREHOUSES

Owned and operated by
ROCHESTER CARTING CO.

Facilities for Storing, Transferring and Forwarding Household Goods and Merchandise.

162-164 Andrews Street

ROCHESTER, N. Y.

JOSEPH A. SCHANTZ CO.

171 to 219 Central Avenue

Separate Fireproof Locker Rooms. Motor Vans for City and Long Distance Moving. Storage and Packing Household Goods. Warehouse Space. Negotiable Receipts Issued.

Member New York Warehousemen's Assn.

SCHENECTADY, N. Y.

CAMPBELL'S WAREHOUSE

740 Brandywine Ave.

Founded 1902

PACKING, SHIPPING and STORAGE of HOUSEHOLD GOODS EXCLUSIVELY

Correspondence invited

SCHENECTADY, N. Y.

W. CADY SMITH

114 Wall Street

Household Goods Moved, Stored, Packed and Shipped
General Merchandise Distributors for Manufacturers and Wholesalers

Daily Express Service Between Albany and Schenectady

SYRACUSE, N. Y.



"A Good Sign of Real Service"

DIETS STORAGE WAREHOUSE

OFFICE: 108 WILKINSON ST.

TROY, N. Y.

Great Eastern Storage, Transfer & Wrecking Corporation

124-134 Ferry Street, Troy, N. Y.

MERCHANDISE AND FURNITURE STORAGE.**DISTRIBUTORS AND FORWARDERS**

Private R. R. siding. Free switching from all railroads entering Troy. Main Warehouse located in Wholesale District, close to R. R. and Boat Depots. One Warehouse on the Barge Canal. POOL CARS HANDLED. Specialty salesmen available. Collections made. Buildings have Dry Sprinkling System. Lowest Insurance rates in the City. References from any of our satisfied customers on request.

SYRACUSE, N. Y.

King Storage Warehouse, Inc.

Opposite N. Y. C. West St. Station

**COMMERCIAL and FURNITURE STORAGE
PRIVATE RAILROAD SIDINGS****DISTRIBUTING SERVICE**

Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

HOUSEHOLD GOODS

We solicit your Syracuse business. Motor delivery service. Careful attention to collections. Satisfaction to yourself and customer guaranteed.

FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING CASE

358-376 West Water St.

MEMBERS

American Warehousemen's Association
National Furniture Warehousemen's Association

UTICA, N. Y.

In Utica it is

"Jones of Utica"

Special attention given to Merchandise Distribution and Pool Car shipments, also Household Goods shipments.

Members of American Warehousemen's Association, National Furniture Warehousemen's Association, New York State Warehousemen's Association and Central New York Warehousemen's Club.

JONES-CLARK TRUCKING and STORAGE CO., Inc.

127-135 Hotel St.

UTICA, N. Y.

Seneca Warehouse Co., Inc.

125,000 sq. ft. of Fireproof Storage.

Insurance rate 12c.

Private R. R. Siding—6 Cars.

MERCHANDISE—POOL CAR DISTRIBUTION.

WATERTOWN, N. Y.

WINSLOW TRUCKING CO., Inc.

GENERAL STORAGE, TRUCKING AND TRANSFER

FIREPROOF WAREHOUSE LARGEST IN NORTHERN NEW YORK

Moving, Packing, Shipping

Members: N. F. W. A. and A. W. A.

WHITE PLAINS, N. Y.

Carpenter Storage, Inc.

29-31 Brookfield St.

Also serving

Tarrytown	One of the most modern and best equipped Storage Warehouses in Westchester.
Scarsdale	Household Goods Exclusively
Hartdale	Low Insurance Rate
Mamaroneck	Packing—Crating—Shipping
Portchester	Members N.Y.F.W.A. Reference,
Larchmont	Any Bank in Our City

YONKERS, N. Y.

McCann's Storage Warehouse Co.

3 MILL ST.

Fireproof Storage Warehouse

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

CHARLOTTE, N. C.

Is the natural distributing point for North and South Carolina. We distribute pool cars, store merchandise only and act as branch house for manufacturers. Fireproof warehouses. Free switching with all roads entering City.

AMERICAN BROKERAGE & WAREHOUSE CO.
Established 1908

CHARLOTTE, N. C.

Carolina Transfer & Storage Co.

211 W. 1st St., Charlotte, N. C.

Bonded fireproof storage.
Household goods and merchandise.
Pool cars handled promptly. Motor Service.
Members A. W. A. and N. F. W. A.

GREENSBORO, N. C.

**Rucker Bonded Warehouse Corporation**

Greensboro, North Carolina

Storage of Merchandise—Forwarding Merchandise.
Private Railroad Sidings. Sprinkler System
Low Insurance Rate.
Pool Cars Handled Quickly
MEMBERS: A. W. A.

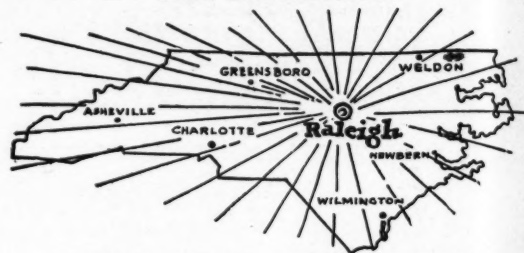
The Men Who Distribute

Pillsbury Flour

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

RALEIGH, N. C.

IN THE CENTER IS THE NATURAL DISTRIBUTING POINT FOR CAROLINA



CAROLINA STORAGE & DISTRIBUTING CO.
Merchandise Storage and Distributing
Pool Cars A Specialty Motor Service

FARGO, N. D.

General Merchandise Storage

Pool Cars Our Specialty

Now serving large number national distributors

Better Service—Our Motto

Write or Wire

Fargo Warehouse Company, Inc.
(Bonded)

N. P. Trackage—No switching charges from other lines

FARGO, N. D.

UNION TRANSFER COMPANY

126,000 square feet floor space. Seventeen years of service to shippers. Merchandise, agricultural implements, household goods. Ship pool cars and spot stocks in our care. No car switching charges.

806-810 Nor. Pac. Ave.

Members—A. W. A. C. W. C. A. C. W. Minn. W. A.

GRAND FORKS, N. D.

Kedney Warehouse Co.**FIREPROOF STORAGE**

Merchandise and Household Goods
Pool Car Distribution—Moving—Packing

Members—A. W. A. C. W. C. Minn. W. A.

AKRON, OHIO

THE
CITY VIEW
APARTMENT & STORAGE CO.

LARGEST FIREPROOF STORAGE CO.

IN
AKRON

Commercial & Household Goods

LOCATED IN THE HEART OF AKRON
on B & O RAILWAY—FREE SWITCHING

AKRON, OHIO

COTTER WAREHOUSE

Akron, Ohio



Fireproof
Warehouse
for Furniture

Motor Vans
Packing



The W. Lee COTTER WAREHOUSE Company

239 East Mill St., Akron, Ohio

Formerly
Union Fireproof Warehouse Co.

AKRON, OHIO

Cotterage

FOR CENTRAL STATES
DISTRIBUTION OF MERCHANDISE

AKRON, OHIO



Merchandise
Storage and
Distribution
Rubber Makers'
Supply Depot



THE UNION TERMINAL WAREHOUSES
of

The W. Lee COTTER WAREHOUSE Company

Established in 1882

Akron, Columbus, Mansfield and Toledo
Executive Offices at Mansfield, Ohio

Akron Office, 97 East South St.

AKRON, OHIO

The KNICKERBOCKER WAREHOUSE and STORAGE CO.

36 CHERRY STREET

HOUSEHOLD GOODS AND MERCHANDISE
FIREPROOF WAREHOUSE MOTOR TRUCKING

CANTON, OHIO

THE CUMMINS STORAGE CO.

Cor. 4th and Walnut St., S. E., CANTON, OHIO

General Merchandise, Distribution and Household Goods Storage.
Fireproof and Non-Fireproof Buildings, Private Steel Lockers.
Unsurpassed facilities for handling pool car and car load shipments.

RAILROAD SIDINGS
LOGICAL DISTRIBUTOR FOR THIS SECTION

CINCINNATI, OHIO

THE CINCINNATI TOBACCO WAREHOUSE COMPANY

Main Office: 7 W. Front Street
Cincinnati, Ohio

—STORAGE—

POOL CAR DISTRIBUTION

Three Large Warehouses Capacity—300,000 Sq. Ft.
Sprinkler System
Railway Side Track Along Entire Front

CINCINNATI, OHIO

Officers—Fred Pagels, President; Arthur Pagels, Secretary;
R. W. Pagels, Treasurer.

The Fred Pagels Storage Co.

Fireproof and Non-Fireproof

Business Established in 1867 and built up by

A SERVICE THAT SATISFIES

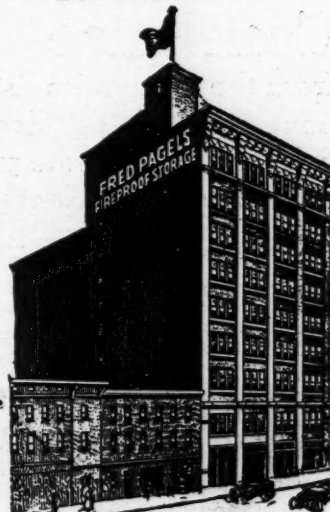
Prompt Deliveries by Motor
Complete Transfer Facilities

Member
of
National Furniture
Warehousemen's
Association
and
Ohio Furniture
Warehousemen's
Association

MAIN OFFICE

937 West 8th St.

Four blocks from
any R. R. entering
Cincinnati.



CINCINNATI, OHIO

Cincinnati Terminal Warehouse Co.

See our advertisement on front inside cover page.

CINCINNATI, OHIO

A Good Reputation of Long Standing



Ever since distribution needs of modern caliber have been felt, the Panhandle Warehouses have been satisfying them. This long record of service rendered with satisfaction is a guarantee to you of the sort of treatment you may expect in transshipping through us. Low insurance, absence of trucking charges on most of our rerouting, and speed, are good causes for you to entrust your warehousing interests to us.

Panhandle Storage Warehouse Cincinnati, Ohio.

J. F. Upperman, Resident Manager

CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than carloads for out of town firms. Warehouse on Pennsylvania Railroad. Motor Truck and Team Service.

WALLACE TRANSFER & FORWARDING CO.

222 and 224 East Front Street

Member of { American Warehousemen's Assn.,
American Chain of Warehouses

CINCINNATI, OHIO

THE ZEIGLER SCHAEFER COMPANY

(Inc'P'D.)

Fireproof and Non-Fireproof Storage

Over 100,000 square feet in the heart of Cincinnati

Let Us Store, Move, Pack, Ship or Distribute Your
Automobiles, Furniture and Merchandise

2000-2020 ELM ST.

Est. 1899

Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

It is also worth your while
to earn their reciprocity.

The Men Who Distribute

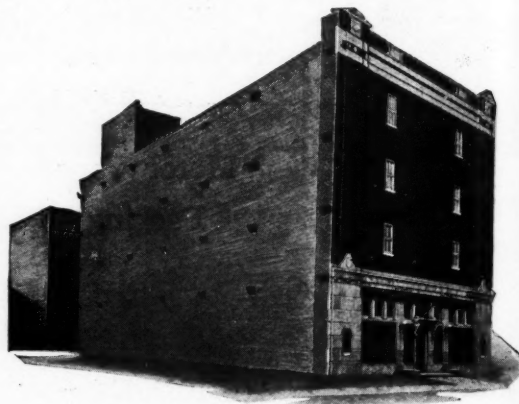
Vacuum Oil

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

CLEVELAND, OHIO

THE ANDREWS Furniture Storage Co.

6802 LEXINGTON AVE.



MEMBERS

[Cleveland Furniture Warehousemen's Association,
National Furniture Warehousemen's Association.]

CLEVELAND, OHIO

THE CLEVELAND STORAGE CO.

Established 1884

Offices: Guardian Building

Mercantile Storage Only

Pool Cars for Distribution
and Reshipment

Convenient to Business and Shipping District

LOW INSURANCE RATES
Sprinkler System

3 Warehouses, Private Siding,
C. C. C. & St. L. R. R.

CLEVELAND, OHIO

The Curtis Bro.'s Transfer Company

French, Winter and Fall Streets
CLEVELAND, OHIO

Mercantile Storage and General Trucking

**Bulk Oil Storage
125,000 Gallons**

Low Insurance
Sprinkler System

Private Siding on
C., C., C. & St. L. R. R.
Pool Cars for Distribution
Motor Truck Service

CLEVELAND, OHIO

The Knickerbocker Storage Co.

7724 Detroit Ave.
Cleveland, Ohio

**HOUSEHOLD
STORAGE**

Moving

Packing

Shipping

Member American Warehousemen's Assn.

CLEVELAND, OHIO

Ship Your Cleveland Freight

Direct care Gregg Cartage Co. Freight to and from Depots.
Storage and delivery on request.

Distribution of Samples, Packages and Circulars.

GREGG CARTAGE CO.
502 Prospect Fourth Bldg., CLEVELAND, OHIO

CLEVELAND, OHIO

THE LAKESHORE MOVING & STORAGE CO.

664 East 105th St.



MEMBERS

[Cleveland Furniture Warehousemen's Association.]
[National Furniture Warehousemen's Association.]

CLEVELAND, OHIO



*Lederer Has Something
in Store for You*

**LEDERER
TERMINAL**

MERCANTILE WAREHOUSES

The Men Who Distribute

Ivory Soap

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

CLEVELAND, OHIO

Do you really wish to please the patrons you send to Cleveland? You can be sure that they will be pleased with Lincoln's service as if you were here to handle their arrivals yourself.



The LINCOLN STORAGE Co.

5700 Euclid Ave., Cleveland

Established 1905

Geo. A. Rutherford, Pres.

W. R. Thomas, Vice-Pres.

W. H. Turner, Secy. and Treas.

Member N. F. W. A., A. W. A., and C. F. W. A.

CLEVELAND, OHIO

THE SCOTT BROS. Fireproof Storage Co.

1838-40 East 55th Street



MEMBERS

[Cleveland Furniture Warehousemen's Association.
National Furniture Warehousemen's Association.]

CLEVELAND, OHIO



EVERY co-operation is given in handling shipments forwarded to us for Cleveland and vicinity.

We are on the job, personally representing your interests until the customer is thoroughly satisfied and every detail attended to.

A. W. NEAL C. J. NEAL W. R. KISSICK
Pres. Vice-Pres. and Treas. Secy.

EXTRACTS OF LETTERS FROM PROMINENT WAREHOUSEMEN

"We could think of nothing more pleasing than to acquaint our customers with 'Neal' service by sending our Cleveland shipments in your care, and we hope that you will remember us when shipping to our city."

John J. Woodside
Storage Co., Inc.
Atlanta, Ga.

"We wish to assure you that we will be only too pleased to route your way, shipments we may have for your city or vicinity, confident that you will reciprocate our favors."

J. J. Baillargeon Express, Ltd.
Montreal, Canada.

The NEAL FIREPROOF STORAGE CO.
7208 EUCLID AVE. CLEVELAND

**SHIPMENTS
FROM COAST
TO COAST**

CLEVELAND, OHIO

ANNOUNCEMENT

Mr. Mead Redhead, the organizer and for the past eight years President and Manager of The Redhead Storage Company, has severed his connection with the old company and announces the formation of his new Storage Company.

THE MEAD REDHEAD COMPANY

Storing, Moving, Packing, Shipping

1108 East 123rd Street

Every service in Storing, Moving, Packing and Shipping will be available and the same supervision and courteous attention given at the new location.

CLEVELAND, OHIO

Ninth Street Terminal
Warehouse Co.

1200 West Ninth St.

See our advertisement on front inside cover page.



CLEVELAND, OHIO

New Fireproof
Warehouse
14441
Euclid Ave.



THE
WINDERMERE
Transfer & Moving Co.

CONVENIENTLY LOCATED FOR
EAST CLEVELAND AND
CLEVELAND HEIGHTS SHIPMENTS

MEMBERS

[Cleveland Furniture Warehousemen's Association.
National Furniture Warehousemen's Association.]

The Men Who Distribute
Bixby's Blacking

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

COLUMBUS, OHIO

Cotterage

FOR CENTRAL STATES
DISTRIBUTION OF MERCHANDISE



COLUMBUS, OHIO

Excellent facilities for
Merchandise Storage and
Distribution.

Service your customers
will appreciate.

In transit privileges.

COLUMBUS TERMINAL WAREHOUSES
of

The W. Lee COTTER WAREHOUSE Company

Established in 1882

Akron, Columbus, Mansfield and Toledo

Executive Offices at Mansfield, Ohio

COLUMBUS, OHIO

Safety First

The Fireproof
Warehouse & Storage Company

1018-30 North High Street

Columbus, Ohio

TRANSFERRING — STORING — PACKING

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

Motor Truck Service

Vaults for Valuables

Private Rooms

COLUMBUS, OHIO.

The Merchandise Storage Company

Columbus, Ohio

General Storage & Distribution

SERVICE THAT WILL SATISFY

DAYTON, OHIO

THE LINCOLN STORAGE CO.

"Fireproof"

Big 4 Private Siding

Member N. F. W. A.

313-315 EAST FIRST STREET

A. B. Compton, Vice-President and General Manager

DAYTON, OHIO

THE UNION STORAGE CO.

U. S. BONDED

BAINBRIDGE, BACON & STATE STREETS
MERCHANDISE STORAGE TRANSFER DISTRIBUTION

LIMA, OHIO

POOL CAR DISTRIBUTORS
EAGY TRUCK AND STORAGE

320-322 NORTH CENTRAL AVENUE

General Trucking, Rigging, Long Distance Moving,
Storage and Vans

PHONE MAIN 2548

LIMA, OHIO

MANSFIELD, OHIO

Cotterage
FOR CENTRAL STATES
DISTRIBUTION OF MERCHANDISE

MANSFIELD, OHIO

Fireproof Warehouse for
Furniture.

Motor Vans. Packing.

Merchandise Storage and

Distribution.

The Trunk Line City.

*The W. Lee* **COTTER WAREHOUSE Company**

Established in 1882

Akron, Columbus, Mansfield and Toledo
Executive Offices at Mansfield, Ohio

MANSFIELD, OHIO

**Mansfield Transfer
& Storage Co.****Warehouse
Furniture
Merchandise**

Mr. Wholesaler:

We reach 50 towns and
serve 1000 customers around
Mansfield by motor truck.Let us store and distribute
your merchandise.

MANSFIELD, OHIO

MARION, OHIO

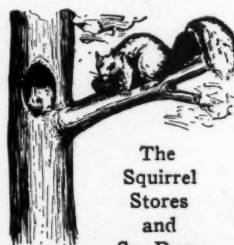
**MERCHANTS
Transfer Company**

160 McWILLIAMS COURT, MARION, OHIO

Heavy Haulage Our Specialty. General Distribu-
tion and Storage of Merchandise. Motor Vans for
Local and Long Distance Moving. Storage for
Household Goods, Automobiles and Machinery.
Packing and Shipping. Private Siding New York
Central Lines.

MEMBER N. F. W. A.

SPRINGFIELD, OHIO

The Men Who Distribute
Sheffield Condensed Milk
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' IndexThe Men Who Distribute
American Steel and Wire
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' IndexThe
Squirrel
Stores
and
So Does

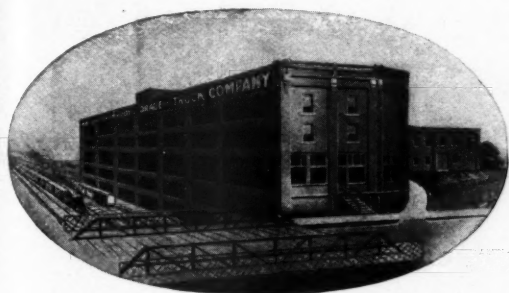
W. P. BYERMAN

Expert Movers and Packers
of HOUSEHOLD GOODSCitizens Transfer and
Storage

W. P. BYERMAN

Private Siding on C. C. C. &
St. L. R. R.

SPRINGFIELD, OHIO



Springfield, Ohio Shipments!

Bill through
WAGNER
Fireproof Storage and Truck Co.

Siding on Pennsylvania Lines. Free Switching Tariff. Excellent and complete facilities for Pool Car Shipments.

Light and Heavy Motor Truck Service for

City and Inter-City Transportation.

A warehouse service that embodies every modern facility for the storage and distribution of merchandise.

TOLEDO, OHIO



**"SHIP TO TOLEDO AND
CONSIGN TO DEPENTHAL"**

We are specialists in furniture packing, local and long distance furniture hauling.
Storage for general merchandise and household goods.
Connections with all railroads entering the city.
Private siding on the E. & O.
Member of National Furniture Warehousemen's Association.
DEPENTHAL TRUCK & STORAGE CO.
Main Office, 108 Summit Street, Toledo, Ohio

TOLEDO, OHIO

DREW DOES IT

H. L. Drew Cartage and Storage Co.

Merchandise and household goods storage.
Moving, Packing, Crating and Shipping

439 Huron St., Toledo, Ohio

TOLEDO, OHIO

THE GENERAL FIREPROOF STORAGE CO.

651-655 STATE STREET

Household Goods Exclusively

Members: The National Furniture Warehousemen's Ass'n
American Warehouse Association

TOLEDO, OHIO

HOUSEHOLD GOODS EXCLUSIVELY

Established 1894

The H. C. Lee & Sons Co.
TOLEDO'S LEADING MOVERS
STORAGE

MEMBER N. F. W. A. Toledo, Ohio

TOLEDO, OHIO

Let "RATHBUN" Do It THE RATHBUN CARTAGE CO.

195 and 197 So. St. Clair St.

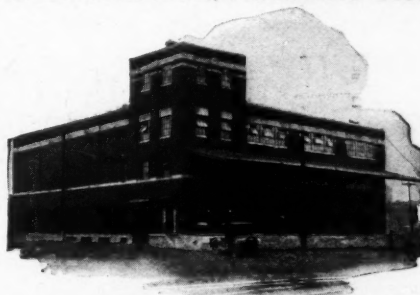
Equipment Up to 20 Tons Capacity

**Storage of Household Goods, Pianos and
Merchandise**

Members Nat'l F. W. Assn.

TOLEDO, OHIO

For Merchandise and Household Goods



The Toledo Merchants Delivery & Storage Company

Merchandise—Household Goods

FIREPROOF STORAGE

SPRINKLERED

PRIVATE SIDING

The Arnold Building—Nickel Plate Road
Location—Close to Commercial Center

EXPERT TRUCK SERVICE

ESPECIAL ATTENTION TO DISTRIBUTION AND
RECONSIGNMENTS OF CAR SHIPMENTS

215 So. St. Clair St., Toledo, Ohio

TOLEDO, OHIO

THE TOLEDO STORAGE CO.

347-49-51-53-55 SOUTH ERIE ST.

formerly The Hassett Storage Company

Jobber's Warehouse

Forwarding—Cartage

Merchandise Storage Only

Distributing of Pool Cars

Warehouse Located on T. St. L. & W. R. R.—Nickel Plate R. R. 3 Car Siding

Every facility for the handling of your goods

The Men Who Distribute

Frost Insecticide

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

TOLEDO, OHIO

Cotterage

FOR CENTRAL STATES
DISTRIBUTION OF MERCHANDISE



TOLEDO, OHIO

Excellent Facilities for
Merchandise Storage and
Distribution.



Service your customers
will appreciate.

Toledo is a Railroad
Center.

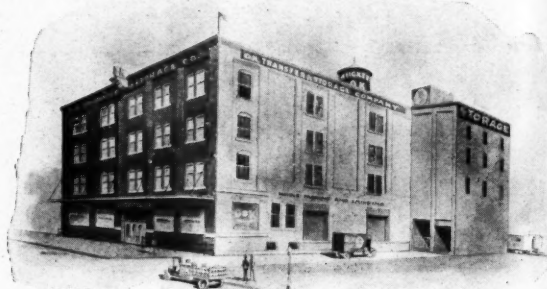


TOLEDO TERMINAL BRANCH

The W. Lee **COTTER WAREHOUSE Company**
Established in 1882
Akron, Columbus, Mansfield and Toledo
Executive Offices at Mansfield, Ohio

OKLAHOMA CITY, OKLA.

ANNOUNCING!



THE ADDITION OF THIS BIG MODERN WAREHOUSE

Containing over 90,000 square feet of floor space, with
two large freight elevators and trackage for twenty cars.

This in addition to our present six-story fireproof
building enables us to offer you the most efficient and
economical distribution and storage in the southwest.

Lowest insurance rate in Oklahoma.

O.K. TRANSFER & STORAGE CO.

A. C. WEICKER, President

YOUNGSTOWN, OHIO

THE WM. HERBERT & SON CO.

ESTABLISHED 1887

INCORPORATED 1922

CRATING — PACKING — MOVING

STORAGE

YOUNGSTOWN, OHIO

OKMULGEE, OKLA.

HAL GRIFFIN, THE TRANSFER MAN

Hauling, Storing and Shipping

Distribution Service

West Third between Frisco and Okmulgee Northern R. R.

MUSKOGEE, OKLA.

Muskogee Transfer & Storage Co.

2—Fireproof Warehouses

Merchandise and Household Goods

Stored—Pool Cars Distributed

Railroad Siding.

TULSA, OKLA.

Joe Hodges Fireproof Warehouse

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit
your shipments to our city and assure you we will reciprocate
and guarantee prompt remittance. Located on Railroad.
Best Service Obtainable.

TULSA, OKLA.

Tulsa Storage & Transfer Co.

Fireproof Warehouse

Pooled car distributors—private siding "Frisco" merchandise
and H. H. Goods—6 railroads into Tulsa—A. T. & S. F.,
Frisco, M. V., M. K. & T., O. U. R. & S. S.

PORTLAND, ORE.

B E K I N S

FIREPROOF STORAGE

PORTLAND, ORE.
Sixteenth and Sandy Blvd.

SEATTLE, WASH.
Madison at Twelfth

The Men Who Distribute
Whittaker Paper Products
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute
Western Elec. Products
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

PORTLAND, ORE.

General Warehousing Storage - Distribution



Portland Oregon

*Logical distributing point
of the
Pacific Northwest Territory*

PORTLAND, ORE.

G. W. CUMMINGS
PresidentJ. H. CUMMINGS
Secretary

Northwestern Transfer Co.

Incorporated 1888
STORAGE - DISTRIBUTION - HAULING
Free Trackage All Railroads
We Make a Specialty of Distributing Pool Cars
Office, 64 Front Street

PORTLAND, ORE.

Oregon Auto Despatch

Established 1904

DRAYAGE AND STORAGE

Distribution Cars a Specialty

30,000 Feet Warehouse Space

Financial Responsibility

Complete Equipment

Office and Warehouse:
200 NORTH 13th STREET

PORTLAND, ORE.

Oregon Transfer Company

474 Glisan St.

PORTLAND, OREGON

We have 200,000 square feet of Class A warehouse space, a complete drayage equipment and a well organized force of experienced men in all departments.

Storage, Drayage, Distribution

ALLENTOWN, PA.

Hummel Warehouse Company

728-40 N. 15th Street

Pool Car Distribution and Forwarding.
Transfer. Storage. Railroad Siding.

Mark all shipments Lehigh Valley R. R. Delivery.

BETHLEHEM, PA.

ALLENTOWN, PA.

F. G. LAZARUS 20th Century Storage

Moving, Storing, Packing, Crating, Shipping
of Household Goods Only

Direct R. R. Siding Lehigh Valley, C. R. R. of N. J.

CHESTER, PA.

Headley's Express & Storage Co., Inc.

General Storage
Merchandise and Household Goods
Moving, Packing and Shipping

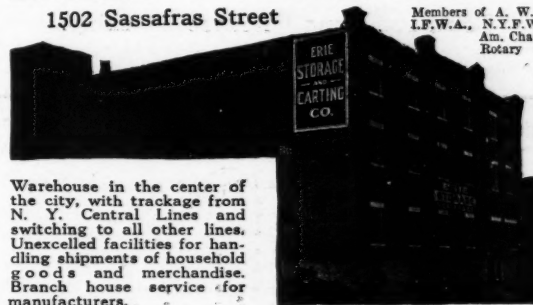
ERIE, PA.

ERIE

STORAGE & CARTING COMPANY

1502 Sassafras Street

Members of A. W. A.,
I. F. W. A., N. Y. F. W. A.,
Am. Chain &
Rotary Club



Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers.

ERIE, PA.

ERIE WAREHOUSE COMPANY

"a complete and efficient service"

ERIE, PA.

LAKE AND RAIL



Our downtown warehouse is a modern building, fireproofed, commodious, and located in the heart of Erie's wholesale district, readily accessible to your local trade.

Our docks extend 1000 feet into one of the best harbors on the Great Lakes and have storage facilities for 800 carloads.

These unexcelled facilities make Erie and the Fort Erie Warehouses the logical place and means for rapid, convenient, profitable distribution by discriminating shippers.

Fort Erie Warehouses & Docks Erie, Pa.

J. M. Dunkle, Resident Manager

ERIE, PA.

Union Storage Co. of Erie

See our advertisement on front inside cover page.

HARRISBURG, PA.

Central Storage and Transfer Co.

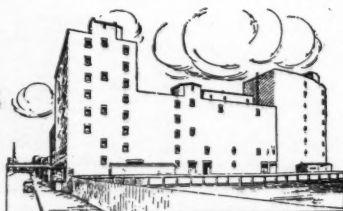
New Warehouse

General Merchandise Distribution.
Pool Car Distribution.
Local and Long Distance Trucking.
Railroad Facilities.

HARRISBURG, PA.

POOL CARS

Efficiently Handled



Merchandise and Household Goods Storage

HARRISBURG STORAGE CO.
P. R. R. Sidings. HARRISBURG, PA.

HARRISBURG, PA.

The Heart of Distribution



Carloads spotted at our doors are broken into LCL shipments via any steam line, without carting charges. There is a big saving for distributors in this feature. Trackage for twenty-four cars. Lowest insurance rates.

We are located at the very heart of one of the richest and most populous markets in the country. Get your goods into this market economically through our facilities.

Keystone Warehouse

Harrisburg, Pa.

W. C. Wirth, Resident Manager

HARRISBURG, PA.

MONTGOMERY & CO.

STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding
Direct Track Facilities Pool Car Distribution
Members A. W. A. and American Chain of Warehouses

LANCASTER, PA.

S. S. BERTZ & CO., 226 West Lemon Street

STORAGE WAREHOUSE

General Merchandise Distribution

Pool Car Shipments

HOUSEHOLD GOODS STORAGE

Local and Long Distance Hauling—Direct Railroad Siding—Both Pennsylvania R. R. and Philadelphia & Reading

CORRESPONDENCE SOLICITED

LANCASTER, PA.

KEYSTONE STORAGE COMPANY

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE

Siding on P. R. R. and P. & R.

LANCASTER, PA.

Lancaster Storage Co.

Lancaster, Pa.

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution
Local and Long Distance Moving
Railroad Sidings

OIL CITY, PA.

CARNAHAN

TRANSFER & STORAGE COMPANY

R. C. LAY, Proprietor

Piano Moving a Specialty

Distributing and Forwarding Agents; Packing
Fireproof Warehouse

PHILADELPHIA, PA.

PROPRIETARY MEDICINE

WAREHOUSE

*A Specialized Service, Devoted
to Medicines and Toilet Good Exclusively.*

Twenty years experience in handling and merchandising of Proprietary Medicines and Toilet Goods assures you of the particular service these products require. Specially selected assistants provide for proper handling

in every detail. This exclusive service is now being used by some of the largest manufacturers in the country.

What are your requirements? I can help solve your distribution problems.

WILBUR H. CROSS

38 South Third St.

Philadelphia, Pa.

PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

HILDENBRAND BROS.

STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of Packard motor vans.

PHILADELPHIA, PA.

ESTABLISHED 1855

Godley's Storage Warehouses

101 Walnut St., Philadelphia, Pa.

STORAGE FOR FREE AND U. S. CUSTOMS
BONDED MERCHANDISETrack connections
Pennsylvania Railroad
Philadelphia & Reading Railroad

PHILADELPHIA, PA.

Mr. Warehouseman

If you are interested in a big money-making
side line which you can develop in your spare

MOVING FOR PARTICULAR PEOPLE

LEHIGH AT 21ST ST. PHONE
DIA. 7360time, let us
know. We
have a real
money-maker
for you.

PHILADELPHIA, PA.

POOL CAR
DISTRIBUTIONRailroad Sidings Motor Truck Delivery
Freight Bills AuditedMutual
Transportation Co., Inc.Main Office:
121-123 N. Front St.WE SOLICIT YOUR INQUIRIES
ON

L. C. L.—S. C. AND P. C. SHIPMENTS

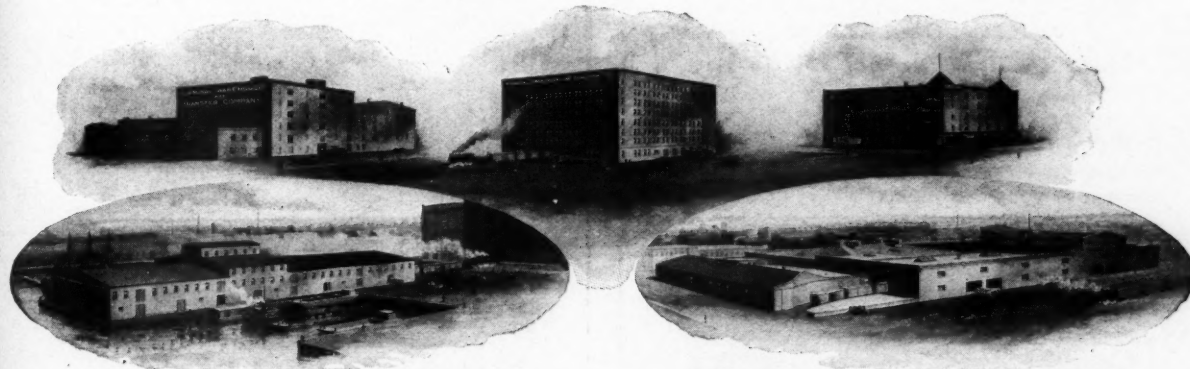
STORE DOOR
DELIVERIES

PHILADELPHIA, PA.

STORING — PACKING — DISTRIBUTING

9 Warehouses
Sea and Rail

Trackage Facilities for 43 Cars

Acres of Floor Space
Phila. & Reading R. R. Penna. R. R.

LOCATION—On river front—Heart of jobbing district—Adjacent to navigation lines—Surrounding streets, wide and well paved, eliminate vehicular congestion.

EQUIPMENT—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks.

FACILITIES—Direct track connection with Penn. R. R. and Phila. and Reading permitting daily ferry or trap car service—No cartage expense on L. C. L. shipments—Warehouse receipts, considered desirable collateral, available when desired.

PERSONNEL—Trained to intelligently handle all merchandise.

TERMINAL WAREHOUSE COMPANY

DELAWARE AVE. & FAIRMOUNT

Members—A. W. A., Distribution Service, Inc., N. F. W. A., Pa. F. W. A.



PHILADELPHIA, PA.

Philadelphia

LOGISTICS

1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,
Camden, N. J., Frankford

PHILADELPHIA, PA.

Established 1903



MANUFACTURERS'
DISTRIBUTORS

Direct delivery service throughout Philadelphia
and Camden :: :: Correspondence solicited

Address

Office—5th and Byron Streets
CAMDEN, N. J.

PITTSBURGH, PA.

In
PITTSBURGH

It's

BLANK'S
Transfer & Storage Co.

Since 1880

MOVING—PACKING—STORAGE
BAGGAGE AND FREIGHT DELIVERY

FIREPROOF WAREHOUSE

REAL SERVICE

PITTSBURGH, PA.

BELMAR

MOVING & STORAGE CO.

OFFICE AND WAREHOUSE

Homewood Ave. and P. R. R.
Pittsburgh, Pa.

We pay commission on all work secured
through our correspondents and guarantee satisfaction to your customers.

PITTSBURGH, PA.

Duquesne's Offer:
Certain Satisfaction



To the firm selling to wholesalers and retailers we offer quick distribution to two million consumers. Large consignments reach us at carload rates and are reshipped L. C. L. without need for or expense of trucking. One hundred cars is our track capacity; eight five-ton elevators and a careful, experienced crew of handlers assure despatch and safety.

Duquesne Warehouse Co.
Pittsburg, Pa.

H. A. Bietendeufel, Superintendent.

PITTSBURGH, PA.

SERVICE TO THE CORRESPONDENT



CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.

THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty Station, (Pittsburgh, Pa.)

Established 1889

HAUGH & KEENAN
STORAGE AND TRANSFER CO.
CENTRE AND EUCLID AVENUES

PITTSBURGH, PA.

HASLEY BROTHERS

TRANSFER AND STORAGE

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

PITTSBURGH, PA.

Hubert Transfer and Storage Co.

FORMERLY

J. O'NEIL TRANSFER AND STORAGE

N. S. PITTSBURGH, PENNA.

Furniture and Piano Moving a Specialty
General Hauling

NEW FIREPROOF STORAGE HOUSE

Separate Rooms

PITTSBURGH, PA.

MURDOCH

STORAGE & TRANSFER COMPANY

General Office and Warehouses

546 NEVILLE STREET
PITTSBURGH, PA.

Branch Warehouse, Wilkesburg, Pa.

Murdoch Means Service

PITTSBURGH, PA.

Established 1910

PITTSBURGH DISTRIBUTING CO.CAR-LOAD MERCHANDISE
DISTRIBUTED AND RESHIPED
PITTSBURGH, PA.

601 Empire Building

Tel. 1574 Smithfield

READING, PA.

Columbian Warehouse CompanyStorage, New Merchandise Exclusively.
Modern Building, Lowest Insurance Rates.
S. W. Cor. 5th & Laurel Sts.

The Men Who Distribute

Kelly-Springfield TiresRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

SCRANTON, PA.

Local & Long Distance Hauling
Manufacturers' Distributors—
Carload Distributions
R. F. POST ESTATE

SCRANTON, PA.

Established 1894.

"He Profits Most Who Serves Best" (Rotary)

The Quackenbush Warehouse Co.

Incorporated

Shipping, R.R. Siding, Manufacturers' Distributors.
Correspondence Solicited
Members A. W. A. and A. C. W.
Storage in transit privilege accorded.

WILKES-BARRE, PA.

"Same Day Service"

**MERCHANTS WAREHOUSING
COMPANY**

OF

Wilkes-Barre, Penna.Warehousing, Transferring and Forwarding.
Fireproof Warehouses and Competent Staff.
Merchandise Storage and Pool cars checked.
Located in the Hub of the wholesale district.
Trackage facilities for 10 cars on L. V. and C. R. R. of
N. J. sidings.
Directly opposite Pennsylvania, Lehigh Valley, C. R. R. of
N. J., D. & H. freight stations.
Manufacturers' Distributors with facilities to handle large
consignments.

Offices: 150-156 E. Northampton Street

WILKES-BARRE, PA.

WILKES-BARRE WAREHOUSING CO.

General Storage and Distribution

Prompt and Efficient Service
Milling-in-Transit and Pool Cars

19-35 New Bennett St.

Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

Williamsport, PennsylvaniaNew reinforced concrete structure just completed—
fireproof thruout.
Low rate of insurance.
Penna. R. R. Siding.
Short Haul to Penna. R. R., New York Central and
Reading Freight Stations.**Williamsport Storage Co., Inc.**

PROVIDENCE, R. I.

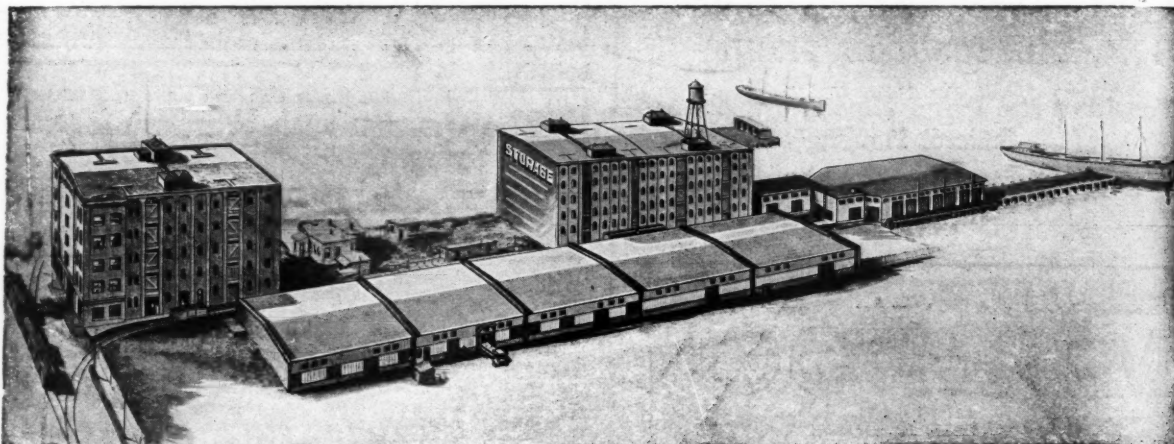
TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.

Allen Avenue, Foot of Oxford Street on Providence River

PROVIDENCE, RHODE ISLAND, U. S. A.

The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several acres of yard storage

Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Connection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of Water. Weighing, Sampling and Shipping by Experts permanently employed.

WM. M. HARRIS, JR.
Treasurer & General Mgr.WM. A. MILLSPAUGH
SecretaryH. E. LEAVER
Superintendent

PROVIDENCE, R. I.

JAMES LE BOY FOSTER, Pres.

WALDEN WYMAN, Mgr.

Rhode Island's Only Fireproof Warehouse

BROADWAY STORAGE CO.

Packing and Merchandise Distributors

Merrill & Federal Streets, Providence, R. I.

ABERDEEN, S. D.

Where the West Was

ABERDEEN STORAGE COMPANY

Storage and Distribution of Merchandise and Household Goods

Pool Cars Promptly Handled

C. M. & St. P. Trackage Trucks and Teams

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

STORAGE WAREHOUSES

Household Furniture and Pianos

Packing, Crating and Shipping.

62 to 70 Dudley Street.

SIOUX FALLS, S. D.

STRAHON TRANSFER & STORAGE CO.General Warehousing
Distribution Private Trackage
Pool Cars a Specialty
Bonded Warehouse
35,000 sq. ft.

Motor Truck and Team Service



CHARLESTON, S. C.

CHARLESTON**Warehouse & Forwarding Co.**Merchandise Storage and Distribution of Pool Cars.
Private Tracks, Motor Truck Service.

WATERTOWN, S. D.

FIREPROOF

BONDED

DAKOTA WAREHOUSE CO.

Merchandise Storage and Distribution

Pool cars solicited

Private Siding

Motor Trucks

GREENVILLE, S. C.

GREENVILLE, S. C.Storage, Distributing, Moving, Service
that satisfies**SMITH DRAY LINE**

CHATTANOOGA, TENN.

CHATTANOOGA**Warehouse & Cold Storage Company**

Chattanooga, Tennessee

MEMBERS: A. W. A. and AMERICAN CHAIN

Cold and General Storage

GENERAL MERCHANDISE AND HOUSEHOLD GOODS

PACKING AND SHIPPING

Special Attention Given to Pool Car Distribution.

CHATTANOOGA, TENN.

**THE CHATTANOOGA
TRANSFER & STORAGE CO.**

Fireproof Warehouse

Furniture Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

CHATTANOOGA, TENN.

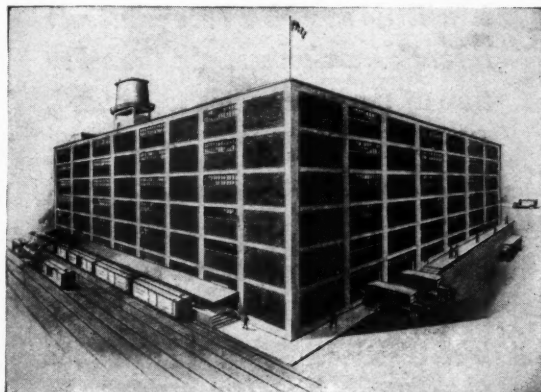
**CRABTREE
TRANSFER & STORAGE COMPANY, Inc.**

Distributors and forwarders of pool cars

MOVING, PACKING, STORAGE

Sprinkler system warehouse. Lowest insurance rates.

KNOXVILLE, TENN.

D. R. BENEDICT
Manager**Knoxville Fireproof Storage Company**612 E. Depot Street
Knoxville, Tennessee

Only Fireproof Warehouse in Knoxville

New Building, 135,000 square feet, on
Southern Railway tracks.
Equipped with Automatic Sprinkler.Insurance at 12c. per \$100.00
per annum.

Pool Cars distributed.

Household goods shipments
solicited. Prompt remittances
made.

MEMBERS

American Warehousemen's Ass'n.

Central Warehousemen's Club

National Furniture Warehousemen's Ass'n.

PROMPT AND EFFICIENT SERVICE

KNOXVILLE, TENN.

C. C. SULLINS, Sales Agent
Warehousing, Distributing and Selling

POOL CARS A SPECIALTY

KNOXVILLE, TENNESSEE

Branch at 514 Scott Street, Bristol, Tenn.

MEMPHIS, TENN.

MEMPHIS, TENN.**The South's most centrally located
Distributing Center****The Home of the World's Largest Cotton
Warehouses—operating departments
for the****STORAGE
of
General Merchandise
Automobiles
and
POOL CAR DISTRIBUTION****Lowest Rates—Insurance****Facts Concerning Our Warehouses:**

- 200 Acres Concrete Warehouses.
- All on ground floor.
- Automatically sprinkled.
- Finest fire alarm system.
- Privately policed.
- Ten miles standard railroad.
- Served by ten railroads.
- Miss. Warrior Barge Line.
- Trackage facilities, 500 cars.
- Our own Fleet Motor Trucks.

**An Organization of Experienced Operatives,
Permitting Unexcelled Service at All Times.**

Information Gladly Furnished.

Memphis Terminal CorporationGeneral Offices: 15th Floor,
Central Bank Bldg.

Member: American Warehousemen's Ass'n

MEMPHIS, TENN.**Patterson Transfer Company**

Established 1856. Sprinkler System.
Lowest Insurance Rate in the City.
Merchandise Storage and Distribution.
Pool Cars Distributed.

MEMPHIS, TENN.

G. S. POSTON, Pres. J. H. POSTON, Vice-Pres.
C. W. CARTER, Secy. and Treas.
W. H. DEARING, Assist. Secy. and Treas.

**JOHN H. POSTON
STORAGE WAREHOUSES
INCORPORATED**

671 to 679 South Main St., on Illinois Central Railroad
Tracks

CAPACITY 1000 CARS

Free Delivery from All Railroads on Car Lots
Insurance Rate 25-100 of One Per Cent or \$2.50 Per
\$1000.00 Per Annum.
No Charge for Switching To All Railroads on Car
Lots for Competitive Points and Illinois Central Rail-
road Local Stations.

**DISTRIBUTION A SPECIALTY
MEMPHIS, TENN.**

MEMPHIS, TENN.

IF _____ ???

YOU ARE LOOKING FOR A Warehouse That Believes in
"SERVICE FIRST" Then Get in Touch Today With

ROSE WAREHOUSE COMPANY, Memphis, Tenn.

LIGHT, CLEAN STORAGE
LOW RATE OF INSURANCE
FREE SWITCHING SERVICE
IN THE HEART OF THE
FREIGHT TERMINAL
AND JOBBING DISTRICT.

NASHVILLE, TENN.**NASHVILLE**

Central shipping point for all parts of
Tennessee, Southern Kentucky, Northern
Alabama, Mississippi and Georgia.

BOND

Reshipping and city deliveries from pool
cars or warehouse stock. Free switching
from all roads. Low insurance. Expert
men will attend to your business promptly
and carefully. Will be glad to refer you
to many large and well known companies
we are now serving.

E. M. Bond Fireproof Storage Co.

Members of American Warehousemen's Association, National
Furniture Warehousemen's Association and Southern Warehouse-
men's Association.

The Meeting Place of Shippers and Warehousemen

ONE of the largest national dis-
tributors, manufacturing a
product known the world over,
has announced that hereafter
it will distribute exclusively
through warehouses. In the selec-
tion of the warehouses to be used,
**DISTRIBUTION & WAREHOUS-
ING** has had an important part.
This distributor, like hundreds of
others of similar calibre, is a regu-
lar reader of **DISTRIBUTION &
WAREHOUSING** and uses the
Shippers' Index as a guide and
source of information in the selec-
tion of the warehousemen with
which to do business.

*The Shippers' Index of DIS-
TRIBUTION & WAREHOUSING*
is the meeting place of the man who
needs warehouse facilities and the
man who has them to offer.

DALLAS, TEXAS

The \$5,000,000 Santa Fe Terminal Building of Dallas, Texas

Located in the
Heart of the City

Babson says:

"The time will come when Texas will have the largest population of any State in the country. Wise are the Northern manufacturers and jobbers who are now laying their plans with this future in view."

Your requirements for the Southwest can be fulfilled in any of its four units.

UNIT 1

Nineteen story modern model finish office building and adjoining, ten story wholesale display rooms equipped for carrying small stocks.

UNIT 2

BONDED PUBLIC Warehouse occupied by The Dallas Transfer Company. General warehousing, distribution and pool car service. Member American Warehousemen's Association and American Chain of Warehouses. Approximately 275,000 square feet.

UNIT 3

Cold Storage warehouse for perishable products—1,500,000 cubic feet capacity—Occupied by the Southern Ice and Utilities Co.

UNIT 4

To be occupied by National Distributors. All Units connected with five submerged railroad tracks through underground tube—entirely out of the way of surface operations and interferences.

Office Building and Showroom Unit Completed Jan. 1st, 1925. Cold Storage Unit completed Sept. 1st, 1924. Bonded Storage Warehouse Unit completed July 1st, 1924.



The Buyers' Center

Contract for space in any of its Units by applying to:

Dallas Transfer Company, Dallas
Southern Ice & Utilities Company, Dallas
Terminal Building Corporation of Dallas



WEST ELEVATION; FOUR COMPLETE UNITS OF THE SANTA FE BUILDING

EL PASO, TEXAS

R. L. Daniel Storage Co.

Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention.
Member, National Furniture Warehousemen's Assn.

EL PASO, TEX.

STORAGE DRAYAGE PACKING DISTRIBUTION

Merchandise and Household Goods

INTERNATIONAL WAREHOUSE CO. INC., \$200,000 FIREPROOF—BONDED

Members: N. F. W. A.—Tex. W. & T. Ass'n

FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



BINYON-O'KEEFE
Fireproof Storage Co.
Fort Worth

Associated with Distribution Service, Inc.



FORT WORTH, TEXAS

PRESCOTT STORAGE CO.

465 South Calhoun St., Ft. Worth, Texas.

Moving, Storing, Packing, Shipping. 19,500 square feet of floor space. Expert handlers of household goods. Distributors of pool car shipments. Your business will be appreciated.

GALVESTON, TEXAS

AMERICAN WAREHOUSE COMPANY

Merchandise Warehousing
Pool Car Distribution

The KEY to the
GREAT SOUTHWESTERN MARKET

Eastern Freight Agent, Foot of Conover St., Brooklyn, N. Y.
Tel. Henry 3385

GALVESTON, TEXAS

The WILEY & NICHOLLS CO.

GALVESTON, TEXAS

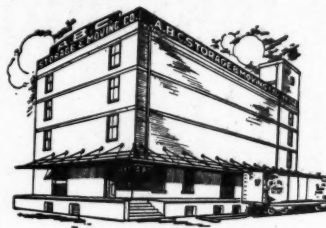
TRANSFER AND FIRE-PROOF
WAREHOUSES

Pool Car Distributors

Forwarders

HOUSTON, TEXAS

A·B·C. STORAGE AND MOVING CO., Inc.



"It's Fireproof"
Houston, Texas

Right in the
Center
of Houston
Ideal for the
DISTRIBUTION
of
MERCHANDISE
and
HOUSEHOLD
GOODS

Edw. T. Keough, Gen. Mgr.

HOUSTON, TEXAS

CAN YOU DO IT AND KEEP A CUSTOMER

book order for 2 days delivery and know goods be 6 to 8 days in arriving? No.

You can retain your Southwestern customer's good will, your promise to him and make profit on sale by having ready for quick shipment your merchandise from

COMMERCIAL WAREHOUSE

"Handlers Non-Related Goods"

where you get SERVICE SUPERIOR with personal attention. Is satisfying others and can satisfy you.

Let us submit our handling and distribution plans. Write for them today.

D. S. Cage Co., Houston, Texas
Lessees Commercial Warehouse

HOUSTON, TEXAS

ONE OF SOUTHWEST'S LARGEST MODERN FIREPROOF BONDED WAREHOUSES

Facilities for handling all kinds of Merchandise with accuracy and promptness.

NATIONAL Warehouse and Distributing Co.

KOPPEL AND WASCHER, Propr's
P. O. Box 1754 Houston, Tex.

Warehouses contain 72,500 sq. ft. space. Brick construction. Sprinkler system assures you a lower rate of insurance.

HOUSTON, TEXAS

U N I O N TRANSFER & STORAGE CO.

Successors to

Binyon O'Keefe Fireproof Storage Co.



Pool Cars Distributed

MERCHANDISE STORAGE
FIREPROOF WAREHOUSE

SERVICE THAT COUNTS

HOUSTON, TEXAS

IN
HOUSTON
WESTHEIMER'S
FOR HOUSEHOLD GOODS AND
MERCANTILE STORAGE
DISTRIBUTION

FIREPROOF WAREHOUSES
RAIL FACILITIES—20 CARS
ELECTRIC CRANE
YARD STORAGE

Investment—\$300,000.00

References

Dun or Bradstreet Agency
All Local Banks
And Best of All
Forty Years in Houston

WESTHEIMER WAREHOUSE COMPANY
HOUSTON, TEXAS

SAN ANTONIO, TEXAS

Bell's Storage



Distributing Co.

Duval near Austin Street, San Antonio, Texas
General Merchandise Distribution in all branches
Direct Southern Pacific siding
Carload, less carload, pool car and forwarding
Automobile delivery

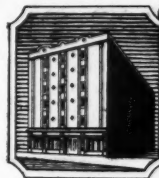
SAN ANTONIO, TEXAS

Territory—Southwest Texas and Mexico
MERCHANTS TRANSFER COMPANY
BANKERS of MERCHANDISE
Warehousing and Distribution
Household Goods—General Storage—Pool Cars
Branch House Facilities—Bonded

SAN ANTONIO, TEXAS

MUEGGE-JENULL WAREHOUSE CO.
Distributing Storage Forwarding
Give us a chance to demonstrate our service.
Reference Any Bank in San Antonio.
Bonded, Fireproof, Reliable, Dependable Service.

SAN ANTONIO, TEXAS



**General Warehousing
and Distribution**

CAPACITY
1,250,000 CU. FT.

THE HOUSE OF SECURITY. Member four leading associations!

Write for
freight tariff
to all points in
San Antonio
territory

SCOBEE
FIREPROOF
STORAGE

San Antonio, Texas

TEXARKANA, TEXAS

HUNTER TRANSFER CO.
TEXARKANA, ARK.

Established 1882
DISTRIBUTOR OF

POOL CARS
TRUCKING

STORAGE
MOVING

TYLER, TEXAS

Tyler Warehouse and Storage Company
Bonded under the Laws of Texas

General Storage and Distribution from the Center of East
Texas. Specializing in Pool Cars Merchandise.

VICTORIA, TEXAS

GULF COAST

DISTRIBUTION & WAREHOUSING

A PERSONAL INTEREST SERVICE

Warehouses at Victoria, Cuero, and Shiner, Texas.

Victoria Compress & Whse. Co. VICTORIA TEXAS

SALT LAKE CITY, UTAH

Merchandise Storage and Distribution
Over 1,000,000 Cubic Feet Re-enforced Concrete,
Sprinklered Space

Insurance Rate Only 18 Cents

Jennings-Cornwall Warehouse Co.

WHITE RIVER JUNCTION, VT.

VERMONT WAREHOUSE CO., Inc.

Storage and Distributing

White River Junction, Vt.

Government License for Wool 4—65.

Best Distributing Point in Northern New England.

Negotiable Receipts issued.

Dead storage for Automobiles.

NORFOLK, VA.

BELL STORAGE WAREHOUSE CORP.

Monticello Ave., 22nd St., N. & W. R. R.

Merchandise and Household Goods

Pool Car Distribution

PETERSBURG, VA.
HOPEWELL, VA.

SOUTHERN

BONDED WAREHOUSE

Distributors—Fireproof Storage

RICHMOND, VA.

Virginia Bonded Warehouse Corporation
1707 East Cary Street

Distribution and Forwarding of General Merchandise Only
Largest Warehouses in South Southern R. R. Siding
175,000 sq. ft. Insurance Rate 25c. per \$100 per year
Members American Warehousemen's Association

SEATTLE, WASH.

B E K I N S

FIREPROOF STORAGE

SEATTLE, WASH. PORTLAND, ORE.
Madison at Twelfth Sixteenth and Sandy Blvd.

SEATTLE, WASH.

EYRES STORAGE and DISTRIBUTING CO.



Established 1889
Incorporated 1904
Free & Bonded
Warehouses
Seattle, Wash.



GENERAL MERCHANDISE STORAGE
MACHINERY STORAGE
HOUSEHOLD GOODS STORAGE
POOL CAR DISTRIBUTIONS
OPERATING 30 TEAMS, 24 AUTOS
SERVICE OUR MOTTO

The Men Who Distribute
Seaman Paper Products
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

SEATTLE, WASH.

FALES WAREHOUSE

1018-1020 Fourth Ave. South

General Storage—Distribution—
Household Goods

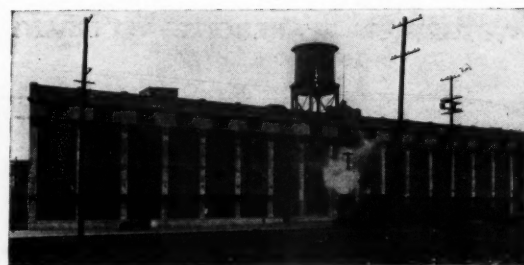
We own our own property—investment \$150,000.00—
75,000 square feet floor space—28c insurance rate—
trackage—central business location—Class A ware-
house—Good offices for brokers—complete and responsi-
ble service including drayage at MODERATE RATES.

SEATTLE, WASH.

PORT OF SEATTLE

OPERATES

THE FINEST WATERSIDE
WAREHOUSES ON THE
PACIFIC COAST



View of Four Story Concrete Waterside Warehouse at the Stacy
St. Terminal

WHERE RAIL and WATER MEET.

General storage for all classes of merchandise.
Cold storage for all classes of perishable cargo.

For Rates and full information
Write Traffic Dept.—Port of Seattle, Seattle, Wash-
ington.

SEATTLE, WASH.

L. X. Coder, Pres. R. R. Mitchell, Sec'y.

SYSTEM INC. DELIVERY CO.

Pool Car Distributors
Merchandise Storage
Fireproof Warehouse
"For Service—Ship to System"
SEATTLE, WASH.

SEATTLE, WASH.

TAYLOR

Transfer and

**EDWARDS**

Storage Co.

Members:

American Warehousemen's Asso. Central Warehousemen's Club

Merchandise Distributors

DISTRIBUTION CARS
Delivered, Forwarded or Stored
No Switching eg. on Carloads
FIREPROOF STORAGE
POOL CARS
Furniture Packed, Shipped or
Stored
Established 1905
LOW INSURANCE
SEATTLE, WASHINGTON



TACOMA, WASH.

*Service***Pacific Storage & Transfer Co.**

Warehousemen

Merchandise and Furniture

Distributors and Forwarders

Ship Your Pool Cars to Us.

Our Motto Is
Service

Tacoma, Wash.



SEATTLE, WASH.

UNITED WAREHOUSE CO.
SEATTLE, WASH.

Established 1895

Incorporated 1900

GENERAL STORAGE AND DISTRIBUTING
U. S. CUSTOMS BONDED STORAGE
RAIL CONNECTION WITH ALL ROADS

YAKIMA, WASH.

MILLER TRANSFER & STORAGE CO.

DISTRIBUTORS and FORWARDERS, PACKERS, SHIPPERS and MOVERS

TRANSFER-STORAGE WAREHOUSING

Motor Trucks and Team Equipment for All and Every Kind of Hauling.
SHIP IN OUR CARE and let us be "At your service with best of service."
OFFICE: 10 EAST A STREET Phone 571 SIDNEY HOTEL BLDG.

Warehouse: 228 South 1st Street

AUTOMOBILE AND TRUCK STORAGE

CHARLESTON, WEST VA.

MATHEWS STORAGE WAREHOUSES

Distribution & Warehousing

Five Warehouses—Motor Truck Service.

Direct Railway Siding—connecting with NYC, C&O,
B&O and Virginian Rys.

Members: A. W. A.—N. F. W. A.—A. C. W.

SPOKANE, WASH.

CATER TRANSFER & STORAGE CO.

121 So. Madison St.

Merchandise of all classes, Household Goods, Pianos and Auto-
mobiles, Warehouse and Distributed thru the most accessible
and centrally situated warehouse in Spokane. Located on North-
ern Pacific Tracks.

TACOMA, WASH.

**WE OWN BOTH WAREHOUSES**

Established 22 years in Tacoma—and know how to handle your
requirements

Storage (bonded and free) Merchandise and H. H. Goods
Moving and Packing by Experts C. L. & L. C. L. Distribution
Collections Remitted Promptly We Solicit Your Business
CORNER PACIFIC AVE. AND 19th.

MILWAUKEE, WIS.

HANSEN STORAGE COMPANY

Capital \$1,000,000.00

MILWAUKEE, WISCONSIN

WE CAN SOLVE YOUR PROBLEMS IN
STORAGE AND DISTRIBUTION
OF MERCHANDISE

15 WAREHOUSES—50-CAR SIDE TRACK
850-FOOT DOCK

MEMBER—AMERICAN CHAIN OF WAREHOUSES,
AMERICAN WAREHOUSEMEN'S ASSOCIATION,
CENTRAL WAREHOUSEMEN'S CLUB

MILWAUKEE, WIS.

LINCOLN
FIREPROOF WAREHOUSE CO.

322-332 Third Street, Milwaukee, Wis.

Direct Trackage into Warehouse. Carlot Distribution.
City and Interurban Delivery of Mdse. and Household
Goods. We remit upon receipt of bill of lading.

The Men Who Distribute
International Harvester
Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute

United Drug Products
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

MILWAUKEE, WIS.

For the Greatest Satisfaction

To both yourselves and your customers
consign your Milwaukee shipments to

United Fire Proof Warehouse Co.

392 Prospect Ave., Milwaukee, Wis.



Good service
built this
new fire proof
warehouse.

OSHKOSH, WIS.

Oshkosh Storage Company

General Storage—Re-Consigning
Distributing—Forwarding
Prompt and Efficient Service
Private Siding—Free Switching

Oshkosh is the Metropolis of the Fox River Valley
and the best distributing point in Wisconsin.
We solicit your valued shipments which will receive
our prompt and careful attention.

Members: **American Warehousemen's Association**
Nat'l Furniture Warehousemen's Ass'n

EDMONTON, ALTA., CAN.

Western Transfer & Storage, Ltd.

10117-102nd Street

Cartage agents for
Canadian Pacific Ry., Canadian National Ry., E. D. & B. C. Ry., Central
Canada Ry., A. & G. W. Ry.

Cartage Distribution Storage
EDMONTON, ALTA., CANADA
Members of the Canadian Warehousemen's Association.

If Your City Isn't Represented Here

Put it on the shippers' map by
inserting your card in this space.

HAMILTON, CAN.

**CENTRAL DISTRIBUTING
POINT.**

HAMILTON

THE GATEWAY TO CANADA

Store and Distribute through

The Glasgow Storage & Cartage Co.

(Established 1887)

(In the Heart of the Wholesale District)

LICENSED CUSTOMS BROKERS AND FORWARDERS

HAMILTON, CANADA

Quickest Delivery—Least Expense

Distribute Canadian Consignments Through

Hamilton Terminal Warehouses, Ltd.

Hamilton, Ontario, where Freight Rates Break
Private Siding, All Railroad Connections

WINNIPEG, CAN.

INSURANCE 30 CENTS



**Boulton's
STORAGE**



230 PRINCESS ST. WINNIPEG

HONOLULU, HAWAII

When Shipping Goods to

HONOLULU

consign to us and the same will be given our best
attention. Modern Concrete Warehouses. Col-
lections promptly remitted. Correspondence
solicited.

CITY TRANSFER COMPANY

Cable Address:

LOVERINO, HONOLULU

Pick Your Consignee

from the companies listed in
this section—they are the "live
wires" of the field and will han-
dle your shipments promptly
and efficiently.

Outfit Your Men With **ALLOVA** WORK SUITS

They Advertise Your Business

ALLOVA Work Suits solve the problem of outfitting your men at low cost, keeping them neatly and comfortably dressed—and all the time they advertise your business! These sturdy, good-looking one-piece suits wear long and well. Made of first-quality materials. Cut big and roomy. Every seam stitched to stay. Pockets reinforced with double thickness of material. All buttons covered. Made in solid blue, white, khaki or blue and white striped. Sizes 34-50, no extra charge for extra large sizes.

Many storage and moving companies are buying ALLOVA Suits in dozen lots and supplying their employees at less than wholesale prices. Here are our Direct from Factory Prices on ALLOVA Work Suits:

6 Suits—\$3.25 each

12 Suits—\$3.00 each

25 Suits—\$2.87 ½ each

50 Suits—\$2.75 each

Caps to match suits, \$4.50 dozen

We embroider your name or trademark in fast colors for 25c per garment. Choice of red, blue, white or black. You are safe in ordering direct from this advertisement. Satisfaction guaranteed. Be sure to state sizes wanted.

Sample Suit on Approval! Know the real value of ALLOVA Work Suits. Let us send you a sample suit on approval. State size wanted and enclose your firm name or trademark. If not perfectly satisfactory, return suit at our expense. Order a sample suit today!

MOTOR SUIT MFG. CO.

701 Central St.

Kansas City, Mo.

Let Your Name Be Known "ALLOVA"



WAGON PADS That "Stand-Up"



STAR BRAND

Best for the money

No.	Cut	Size of Cloth	Per Doz.
24	6 ft. x 6 ft. 8 in.		\$32.50
26	6 ft. x 6 ft.		30.00
28	4 ft. 6 in. x 6 ft.		26.00
30	3 ft. x 6 ft.		18.00
	Phonograph Covers, each		5.00

Prices subject to change without notice.

STAR BRAND PADS "STAND-UP"

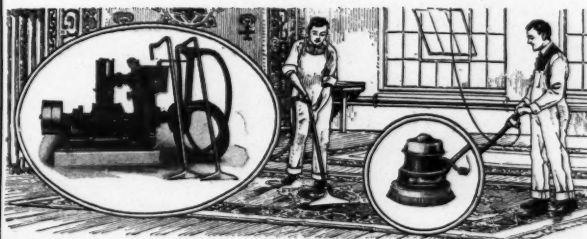
Because made the "Star-way" of extra-heavy denim, cotton filled, stitched in squares.

WRITE OR WIRE YOUR ORDERS
IN TODAY

STAR QUILT MFG. CO.

1851-55 W. Roosevelt Rd., Chicago, Ill.

Add a Rug Cleaning Department



You cannot put 600 square feet of floor space to a more profitable use than cleaning rugs and carpets. Send for our complete catalog and rug cleaning manual. It will be sent without charge and with full information regarding cost of equipment.

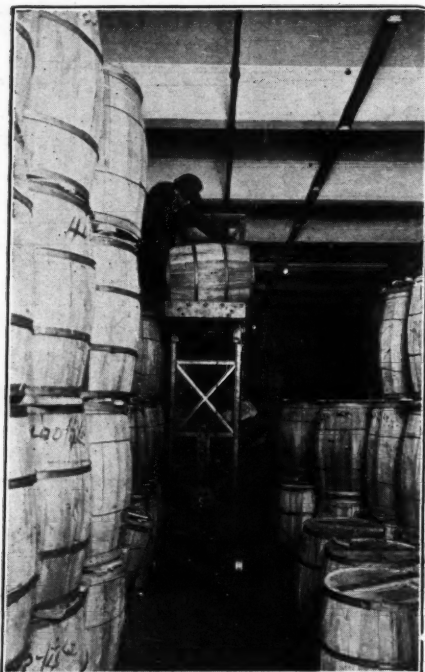
United Vacuum Appliance Corp.

Dept. I.

Connersville, Ind.

CONNERSVILLE

Rug Cleaning
Equipment



Boxes
Barrels
Bales
or
Crates
the
DELTA
P
E
L
E
V
A
T
O
R

enables
one or
two men
to do work
now re-
quiring
three or
four.

Hand power or electric, any capacity, any height.

Ask for Catalog 105

New Jersey Foundry & Machine Co.
90 West Street, New York

Excelsior Wrapper Co.

MANUFACTURERS OF

**EXCELSIOR PACKING PADS
BALED EXCELSIOR
WOOD WOOL**

CHICAGO OFFICE: 224 W. KINZIE ST.

FACTORIES: Sheboygan, Wis.; Grand Rapids, Mich.

Metropolitan District Served by

Boston Excelsior Co., 560 W. 29th St., New York City

Guard against fire loss
with

Foamite Protection

Instantly puts out any fire at the start — smothers flame under clinging Firefoam. Available for every type and size of fire risk in hand extinguishers, engines on wheels, motorized

units for Fire Departments, or complete FOAMITE System installations.

Ask to have a representative call. His recommendations place you under no obligation.

Foamite-Childs Corporation

Fire Protection Engineers and Manufacturers
688 Turner Street, Utica, N. Y.

Foamite-Childs of Canada, Ltd., Toronto, Ont.

Sales and Engineering Representatives in
290 convenient centers.



**Use White Tar Paper and
White Tar Naphthalene**

In protecting the wares stored with you.

WE MANUFACTURE

WHITE

Paper (Pine, Tar and Cedar)

TAR

Moth Bags (varied sizes)
Moth Balls, Crystals, Powder and Blocks
Naphthalene Flakes, Lavender and Cedar Compound

WHITE TAR MOTH SPRAY

The White Tar Company

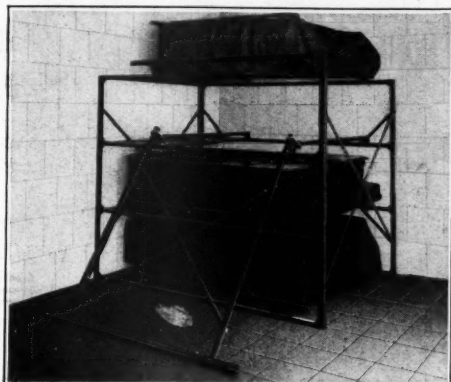
56 VESEY ST., NEW YORK CITY



FOR inexpensive, quick-acting, result-producing publicity use The Broadcaster Service—it is a good doctor for any business want.

Whether you want to buy or sell, Broadcaster Service can help you. These little ads work both ways.

It Is Wrong to Stand Grand Pianos on End!



IREDALE

Grand Piano Rack

enables you to lay them flat!

It is ruinous to the action of a Grand Piano to stand it on end for any length of time. If you are in the habit of standing them on end to save space you can still save that space and lay them FLAT with The IREDALE Rack.

Four flat in the same space that four on end take.

Valuable facts on request.

Service Steel Products Co.

140 N. Dearborn St.,

CHICAGO, ILL.

Cheaper and More Dependable Transportation With Fisk Truck Cords

FROM the statements of owners operating trucks in the trucking and warehousing industries, Fisk Truck Cords provide the longest uninterrupted and therefore cheapest tire service that can be purchased.

Heavily reinforced sidewalls give greater protection from curb and rut wear. The broad, flat, resilient Button Tread prevents slipping—gives more mileage and prolongs truck life by absorbing a larger amount of the destructive vibration from road unevenness.

When both dependable service and speed are necessary, Fisk Truck Cords will give the greatest satisfaction.

Fisk also makes Solid Tires designed for every type of heavy work.

The Fisk Tire Company, Inc.

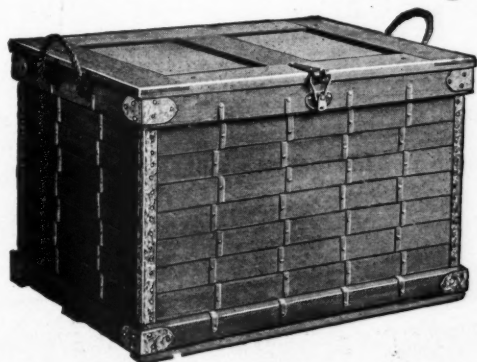
Chicopee Falls, Mass.



Time to Re-tire
Get a FISK
TRADE MARK REG. U. S. PAT. OFF.



Baskets for Moving



Sizes—4, 6, 8 and 10 Bushel

With or Without Covers

We manufacture a full line of
STORAGE HOUSE AND VAN SUPPLIES,
TWINE, ROPE, ETC.

Write for Catalogue No. 10

WM. A. IDEN CO.

564 Washington Blvd.

Chicago, Ill.

S. ARBEIT

Manufacturer of All Kinds of
FURNITURE PADS

Made Out of
HEAVY KHAKI CLOTH
CUT SIZES

72 x 78	\$36.00	Doz.
72 x 56	27.00	Doz.
72 x 40	18.00	Doz.

119 McKibben St. Brooklyn, N. Y.

FURNITURE PADS

Strongly sewed, thickly and evenly padded, covered with durable O. D. canvas. Immediate shipment from stock.

FULTON BAG & COTTON MILLS, Inc.
330 WYTHE AVE. Estab. 1870 BROOKLYN, N. Y.
Atlanta Dallas St. Louis New Orleans Minneapolis

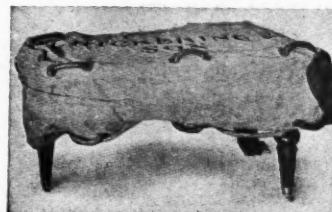
Imitations



Don't buy from irresponsible Peddlers. Every day reports from Victims are received. Genuine Felix Girard Rat & Mouse Embalmer is sold Direct or through Responsible Jobbers only. It is shipped 30 day dating to all rated concerns -- The Faker wants cash on Delivery.

The Felix Girard Co., Inc.
Minneapolis, Minn.

If You Move or Handle Pianos— Acquaint Yourself—by All Means—With The Breen Grand Piano Cover

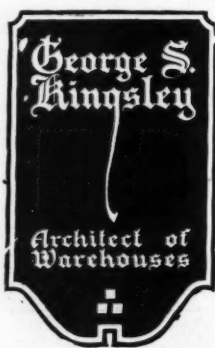


"The Only One
of Its Quality
on the Market"

Send for catalogue on Piano Movers' Supplies. We also make Water-proof Movers' Truck and Wagon Covers.

WM. H. BREEN

219-231 Rutherford Ave., Charlestown, Mass.
It Can't Scratch If It's Properly Covered



Your New Warehouse

Twenty-nine years of specialization in designing, construction and personal supervision of warehouse building.

Some clients have eight units all Kingsley built.

GEO. S. KINGSLEY

1452 Broadway 109 No. Dearborn St.
New York City Chicago, Ill.

KEEP IT UP!

One step won't take you very far, you've got to keep on walking;

One word won't tell them what you are, you've got to keep on talking;

One inch won't make you tall, you've got to keep on growing;

One little "ad" won't do it all, you've got to keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING
by George S. Lovejoy, Vice-President of the
American Warehousemen's Association.

"Iron Horse" Brand Furniture Van Pads



TRADE MARK REG. U. S. PAT. OFFICE

Foremost in Quality,
Workmanship and
Strength

The Most Economical
From Every Standpoint

A. L. REACH TEXTILE COMPANY

Office and Factory:
19-21-23 West 18th Street, New York, N. Y.

Excelsior Pads and Wood Wool Pads

for every kind of packing
come from

SELLE

Immediate delivery.



H.W. SELLE & CO.
1000 N. Halsted
Chicago

Our
wood wool pad
is unusual!
Write for
sample.

The Broadcaster

A Department that will Find What You Want

If you don't find what you want here, your advertisement here will find it for you.

This Broadcaster section serves a real purpose in the industry by affording a central market place for the disposing of equipment no longer needed, and the securing of special apparatus at bargain prices. If you have any equipment for sale or wish to sell your business, this section is the logical place to advertise. All undisplayed advertisements in this section will be accepted at a flat rate of six cents per word for each insertion, minimum billing to be no less than \$1.00 per insertion.

INFORMATION

Six cents a word is the rate for all undisplayed advertisements set solid, regular want ad style; all capitals, 9c. a word; all capitals leaded, 12c. a word; minimum charge \$1 an insertion; payable in advance (see next paragraph).

Ten per cent discount if one payment is made in advance for four or more consecutive insertions. Advertisements other than "Positions Wanted" will be billed monthly if run more than four times.

Add five words for address if replies are to come to a box number address at any of our offices. These replies are forwarded each day as received, in new envelopes, at no extra charge.

Refund will be made if all insertions ordered are not needed, the amount refunded being the difference between cost of insertions given and full amount paid.

Telephone orders must be confirmed in writing same day. No allowances can be made for errors of any kind unless prompt notification is sent us.

Displayed advertisements are sold by the inch. Rates will be furnished upon application.

When replying to blind ads be careful to put on your envelope the correct box number and do not enclose original letters of recommendation—send copies.

The right is reserved to refuse any advertisement and also to rewrite and edit copy furnished whenever the publishers consider it advisable to do this.

THE CLASS JOURNAL COMPANY

239 West 39th St., New York
5 S. Wabash Ave., Chicago

REVOLVATOR HOISTS

Two; induction motor drive; ten-foot lift; 1800 lbs. capacity; first-class condition; price \$350.00 each, f.o.b. Lansdale, Pa.

PERKINS GLUE COMPANY

WANTED.—Salesman to sell leading line of kitchen cabinets. We want a man who can concentrate cars and distribute from advantageous points. Address Cabinets, 335 DISTRIBUTION & WAREHOUSING, 5 South Wabash Avenue, Chicago, Ill.

BUSINESS OPPORTUNITY—Exceptional opportunity to engage in moving, packing and storage business in a live town in Southern Indiana, and within five miles of 325,000 population. A wonderful opportunity for transfer business. We have three non-fireproof buildings, two of them 2 and 3 story brick; one with a good 9 room flat, also small storeroom; one new 2 story concrete building built last year. Reason for selling, ill-health. WC-334, DISTRIBUTION & WAREHOUSING, 5 South Wabash Avenue, Chicago.

FOR SALE

Cleveland Carpet Vacuum Machine; 19½ ft. long; will sacrifice; write for particulars. Isaacson, 462 Fifty-second Street, Brooklyn, N. Y.

FOR SALE.—Patents and dies for auto tire accessory. Business going good. George Broughton, 122 Wellington Street, West, Toronto, Ont.

FOR SALE

COMMERCIAL WAREHOUSING PROPERTY

Located on main line of Grand Trunk with 265 feet of private siding and covered loading dock, in center of wholesale district, four blocks from downtown business center. Building (265 x 150) contains 80,000 square feet in two floors, sprinkled thruout, faces on 50 foot asphalt pavement. Building ideal for sub-division. Demand for commercial space exists today.

G. A. KELLY

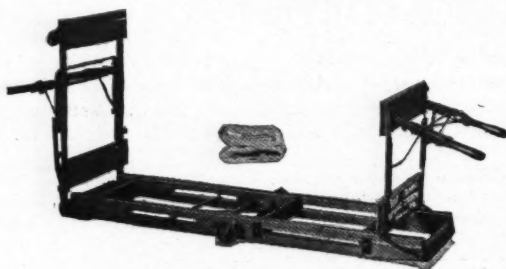
FLINT, MICHIGAN

Nature dislikes junk piles. If you have any "junk" in your plant let Broadcaster Service turn it into cash.

Whether you want to buy or sell Broadcaster ads will do it well.

Discard the tray Use the Self-Lifting Way

**Costs Less to Operate
Does Better Job
Creates Business**



The Buckeye Sill Is a Combination Truck

Two men handle a piano on the level with The Buckeye Sill and no more than three are required on the stairs. Handles uprights, Grands and Baby Grands equally as well. Put the Tray with the antiques and do business with The Buckeye Sill.

The model pictured \$39.00
Other models shown in our
illustrated folder.

NEW SELPO TRUCK (5 STYLES)



The Selpo takes little space when folded and may always be carried with the truck. In two parts. Powerful lifting lever with twice the leverage of old style. Spring steel with hard maple.

\$40 to \$52

**Piano Hoists and Piano Covers
Every Improved Facility for
Piano Moving**

Write for illustrated folder.

Self-Lifting Piano Truck Co.
Findlay, Ohio

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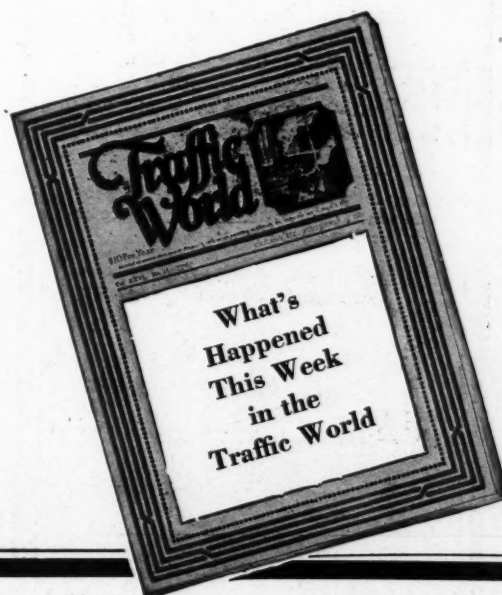
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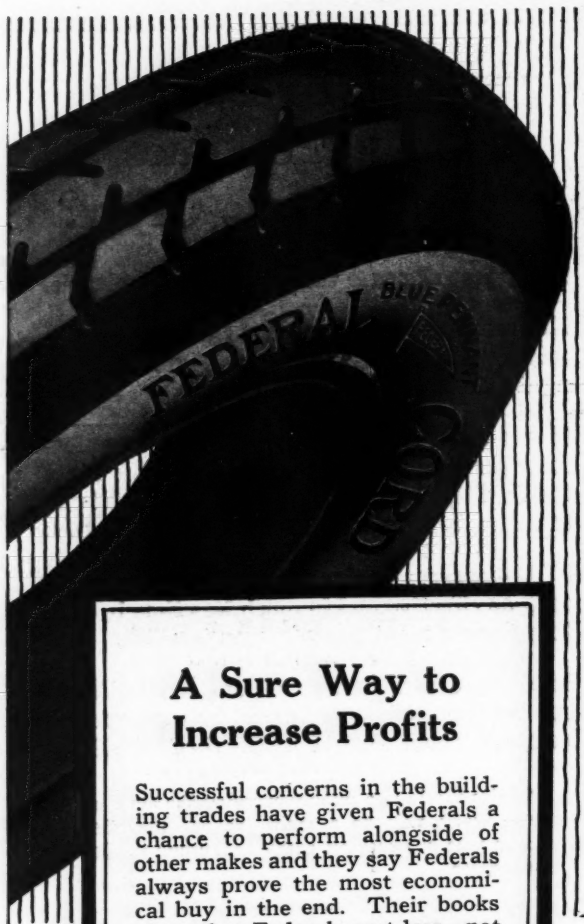
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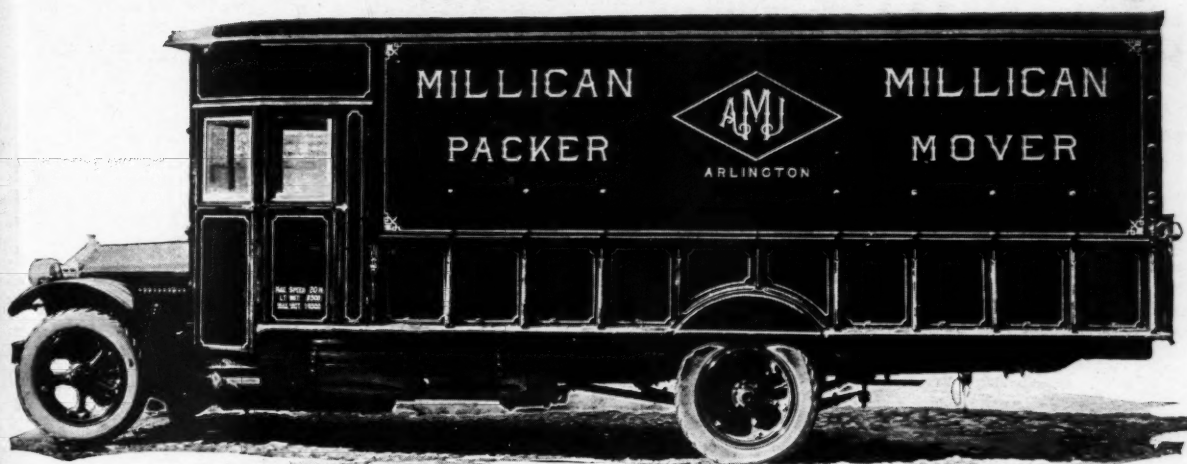
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